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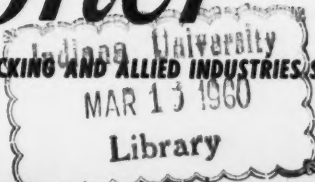
CH 12, 1960

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# Provisioner

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Canadian Packer Diversifies 12  
Frozen Meat Specialist 15  
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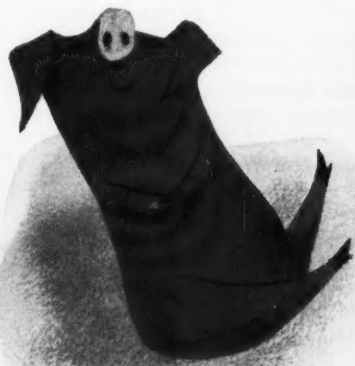
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VOLUME 142 MARCH 12, 1960 NUMBER 11

THE NATIONAL **P**rovisioner



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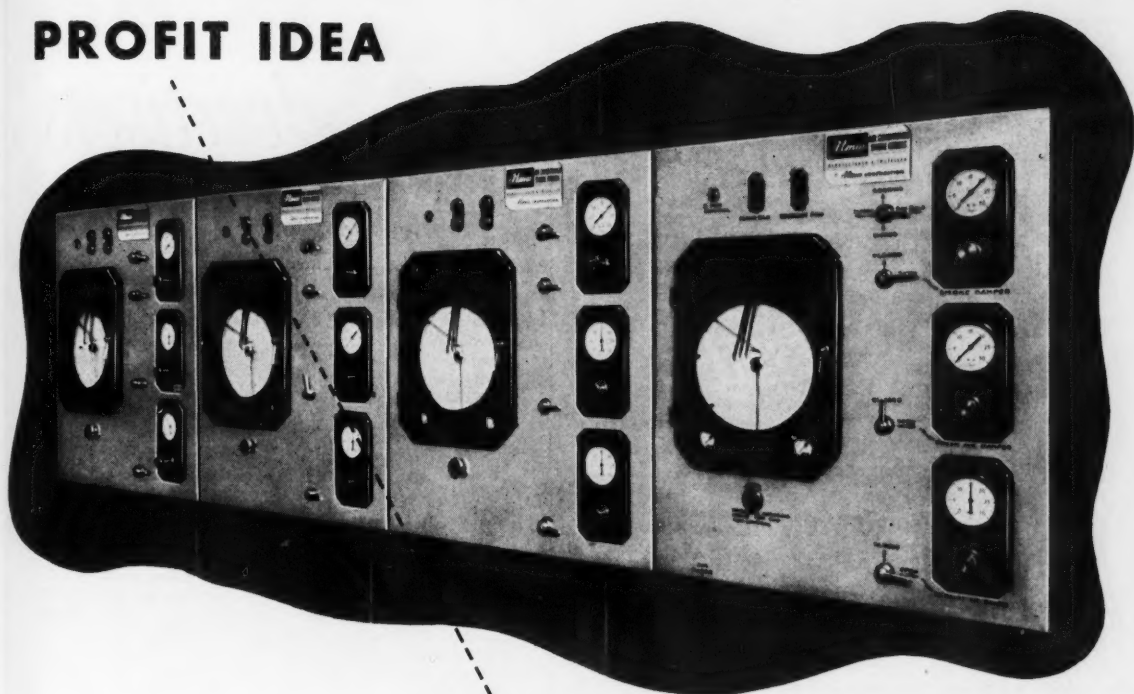
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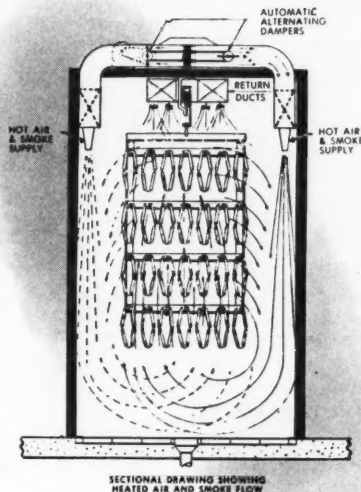
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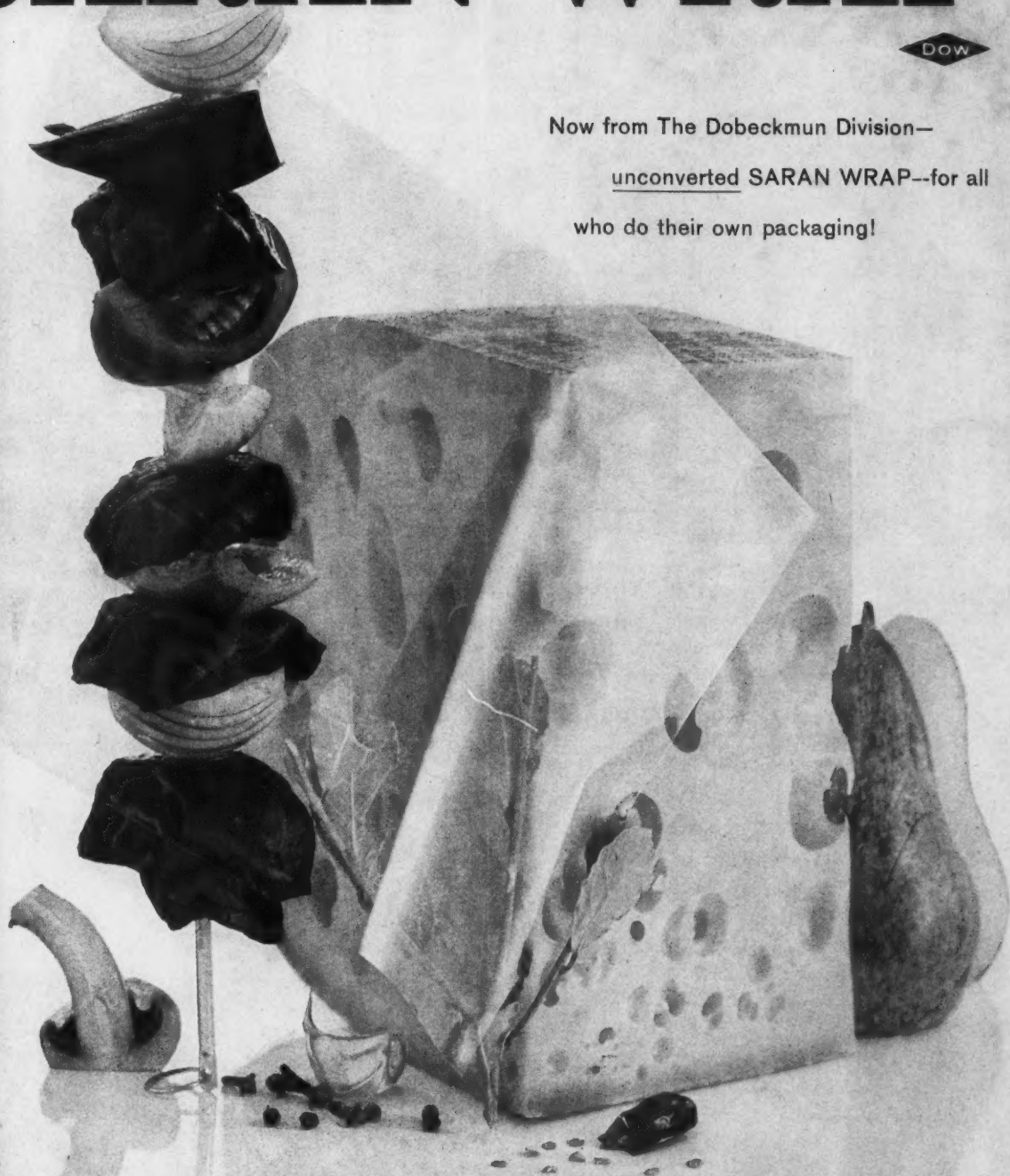
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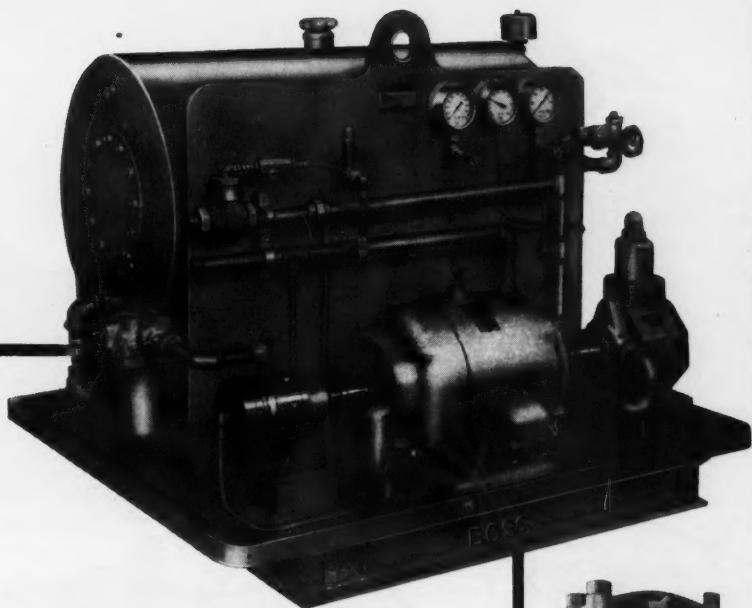
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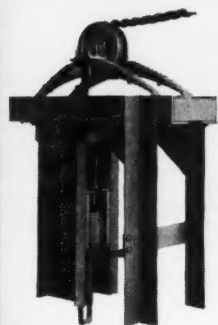
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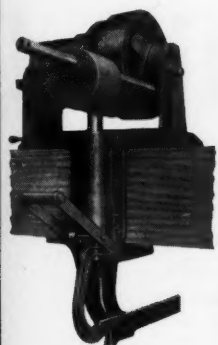
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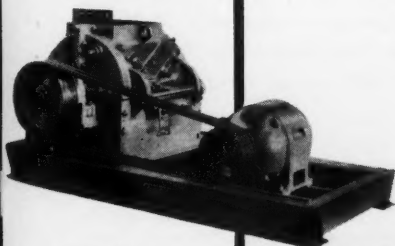
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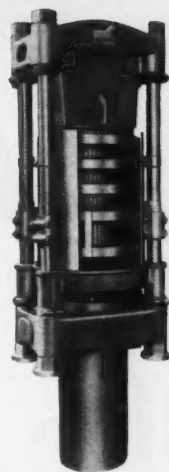
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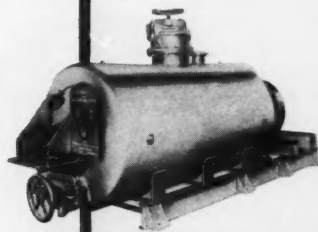
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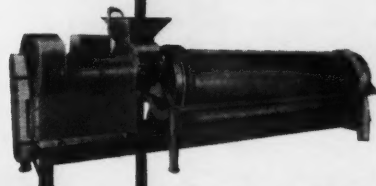
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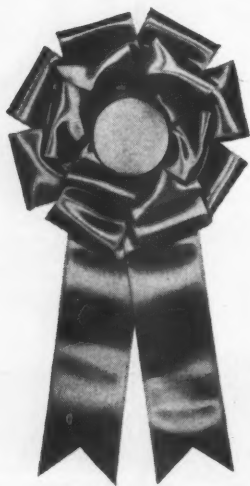


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## **What country consumes the most fats?**

According to statistics, two countries are tied for honors here. They are Norway and the Netherlands, each with an approximate consumption of 59 lbs. per head. The U.S. stands somewhat down the list at 46 lbs. per head. *Next: Which state has the most farms?*

## **Who's the largest exclusive meat casing manufacturer?**

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## PROVISIONER

March 12, 1960

VOLUME 142 NO. 11

## Evaluating Market Data

(Reprinted from the NP of July 3, 1954)

The basic principles upon which the PROVISIONER'S DAILY MARKET AND NEWS SERVICE operates, and some facts about the way in which the editors gather and check market information, were discussed in this column in our issues of February 27 and March 5.

How do the editors evaluate and employ the information they gather?

Obviously the whole process cannot be discussed in detail. Much of it involves the use of knowledge and experience which are very real, even though intangible. However, it is appropriate to cite a few of the factors that enter into establishment of the price quotations.

*Time is an element.* The printed quotations reflect the state of the market at the close of the effective trading day (in some cases this may mean morning if no supplies of a specific product are available thereafter). Transactions occurring in the morning or at mid-day may be at a different level, and indicate a different trend, than those which take place late in the afternoon. (Even though certain sales may be disregarded in compiling the list of closing prices, because they occurred early or were abnormal, they are usually reported in the "running account" or comment section of the publication.)

*Circumstances are considered.* A sale by a packer who must "sell it or smell it" is neither normal nor typical and the price is given little or no consideration in establishing the quotation for the product. A transfer between different branches of the same company is ruled out in determining the market level. A purchase in which the buyer is allowed to "top the cooler," or given other extraordinary consideration because of an understanding, is not recognized as normal free-market business.

Even when a transaction occurs in which the product specifications, weight range, freight terms, quantity, etc., are in accordance with the basis on which the "yellow sheet" quotes, the editor must weigh such factors as the total volume of trading at the given price level, the presence or absence of supporting bids and/or offers and his ability fully to confirm the business.

Other aspects of the DMS will be discussed in this column next week.

## News and Views

**"Study To Prosper"** will be the theme of the 19th annual meeting of the National Independent Meat Packers Association, John A. Killick, executive secretary, announced. The convention is scheduled for Thursday through Sunday, May 12-15, at the Ambassador Hotel, Atlantic City, N. J. "The meeting, in effect, will be a three-day school of advanced meat packing arts and science, complete with classroom instruction by recognized authorities, plus small, relaxed seminars for personal discussion and analysis of individual problems," Killick said. Subjects will include food science, sales and merchandising, personnel management, accounting, legislative activity and others of concern to meat packing management.

**"Gratifying"** improvement in the operations of International Packers, Ltd., Chicago, in the year ended December 31, 1959, was reported this week by H. H. Luning, president, and A. Thomas Taylor, chairman, in the annual report to shareholders. Consolidated net income of the company and subsidiaries increased to \$8,665,811, equal to \$3.11 per share, compared with 1958 earnings of \$7,427,756, or \$2.68 per share. Consolidated sales reached an all-time high of \$400,261,810. Parent company net income totaled \$3,627,271, or \$1.30 per share in 1959, compared with 79¢ a share in the previous year. The 1959 parent company results include \$1,394,000 in dividends from subsidiaries. No such dividends were received in 1958. The officers announced a broad program of expansion, which they said is justified by the more favorable political and economic atmosphere in the company's production areas. A total of \$15,000,000 has been allocated for investment in machinery and plant modernization in Argentina, the company's major producing area. The projects are to be financed by commercial bank credits and a loan commitment of \$5,000,000 by the Export Import Bank of Washington. The Argentine plant modernization program already has begun and is scheduled for completion in 1962.

**Another Bill** to prohibit larger packers from selling meat at retail or buying livestock direct has been introduced in the House. The latest measure (HR-10905), by Rep. Victor L. Anfuso (D-N. Y.), would amend the Packers and Stockyards Act to make it unlawful for meat packers or processors whose gross sales totaled more than \$100,000,000 during the preceding year to engage in retail sales of meat, meat food products or livestock products. The bill also would make it unlawful for any person whose purchases of livestock totaled more than \$100,000,000 in the preceding year "to buy livestock in commerce for the purpose of slaughter except at a stockyard, or at a market conducted openly and publicly" as required by the P. & S. Act. Any person whose sales of livestock in the preceding year totaled more than \$10,000,000 would be prohibited from selling livestock except at a stockyard or public market. Violators would be subject to a fine of up to \$50,000 or imprisonment for up to one year, or both. HR-10905 is similar to HR-9897 by Rep. James Roosevelt (D-Cal.), but Roosevelt's bill would impose the retail selling ban on firms with \$10,000,000 in gross sales, the livestock buying restriction on persons whose purchases totaled more than \$1,000,000 and the livestock selling restriction on persons whose sales exceeded \$100,000.

**Smithfield Hams** now are officially a "tourist attraction" in Virginia and, as such, have been exempted by the state legislature from a Sunday-closing law. Hams are the only food requiring cooking that can be sold legally on Sunday under the new law. They were classified as a tourist attraction, rather than a food, so the exemption could be provided.



# Canadian Firm Builds Success On Meat Pies, Cabbage Rolls, Dry Sausage and Other Specialties

DRAMATIC picture taken in one of hanging rooms at Essex Packers Ltd. depicts Mike Grocholski, foreman, dry sausage, checking condition of product. Dry sausage is tied in traditional manner.



**I**N 1931 after repeated efforts at securing and holding an industrial job, Harry Poworoznyk, a Polish immigrant, decided to take the bold step of starting his own business. With a borrowed \$50 he began to manufacture Polish sausage in a small plant located in Windsor, Ontario, Canada.

Today operating at three plants, the organization he founded, Essex Packers Ltd., employs nearly 1,000 people and is one of the largest packing firms in Canada. Emphasis today, as in the beginning, is on manufactured specialties.

The bulk of the manufacturing operations is concentrated at the former Fowler Canadian Co. Ltd., Hamilton, which the company acquired in 1946. Two years ago a fire destroyed the slaughtering facilities and in rebuilding the plant, management decided to utilize the space

for its manufacturing operations.

Growth of the specialized meat manufacturing business founded by Poworoznyk was continuous. In 1935 he formed a partnership with J. A. McPharlin, now a vice president, which operated seven driver-salesmen units from a full-line sausage kitchen in Windsor. In 1940 the two men purchased and refurbished Windsor Sausage Co., a step which gave the partnership the largest sausage kitchen in this area.

In 1942 a small slaughtering plant was purchased in Merriton, Ont. Upon acquiring its present main manufacturing plant—the Fowler unit—the partnership incorporated in 1946. In 1952 the company purchased John Duff and Sons Ltd., Hamilton, now its headquarters and slaughtering unit.

**FROZEN PIES:** Within the past year the firm has undertaken the

development and/or expansion of several specialty lines. Foremost among these is the frozen pie line merchandised under the brand name, "Helen's Food Specialties," named after the plant dietitian, Miss Helene Schwenger, a member of the research and product development laboratory who formulated the basic pie recipes.

Included in the current pie line, which is constantly being expanded, are pizza pie with pepperoni, two types of pizza pie using different Italian cheeses as the basic ingredient, chicken, beef steak and beef and kidney pie. All these products are consumer-tested with plant employees and in the immediate market area before being introduced on the general North American market.

The firm has distributors handling its line of meat products in all 50 states and 10 provinces, says E. J.

**LEFT:** Employees link strands of narrow casing used in production of beer sausage sticks. **CENTER:** Employee places last pan of fabricated fresh meat onto tray of hydraulically operated contact plate freezer. Plates

will come together and make contact with the product. **RIGHT:** Two-headed sealing unit vacuum seals the various meat items that, in turn, are inserted into window-type wing lock cartons at the Canadian packing plant.







LEFT: Butchers bone and defat cured smoked hams to be used in firm's canning operation. CENTER: Boiled hams intended for vacuumized packaging are inserted into

pouch at this station, using resilient-type mandrel. RIGHT: Units packed in Saran film are heat-sealed at this machine which has blowers for shrinking the sides.

Ryan, sales and export manager.

In the pie manufacturing operation, the dough (for which the firm uses animal fat base shortening) is mixed in a Hobart unit. The mixed dough is formed into balls of a given unit weight. Half of these balls are placed in aluminum pie pans and fed into a machine which presses the dough into a bottom crust. The other half is hand rolled into the top crust. Then both are moved into a cooler to set before the pie is filled with its contents on the following day. Pies are placed into multicolored platter display cartons overwrapped with clear cellophane. These cartons are placed in shipping containers and then moved into the sharp freezer.

As needed, containers are moved to the headquarters plant and stored in the order assembly freezer. Orders are assembled at the headquarters plant.

**STUFFED CABBAGE ROLLS:** Another specialty developed recently by the firm's laboratory is the stuffed cabbage roll, a central European specialty made from cabbage leaves, rice and meat, with a specially seasoned meat sauce. An individual can contains five rolls. The

high-gloss multicolored label features a platter display of the product, along with serving suggestions printed in both English and French, since the firm sells to the French-speaking section of Canada.

The label is the basic red and white color used on the company's package line and features its registered trademark logo—an ellipsoidal red background with the white letters, SX.

The success of this item has prompted the firm to undertake development of a line of pierogi, stuffed dough cakes containing a filling of chopped meat, cheese or bacon-garnished cabbage, says Joseph Yarem, general manager. These items presently are under evaluation and will be marketed when their formulation is standardized, he explains.

Facilities devoted to the production of dry sausage are being expanded. The company makes a complete line of dry and semi-dry sausage to satisfy the various national tastes in Canada—Italian, French and Hungarian. The drying room capacity of the plant is being in-

creased from 180,000 lbs. to 250,000 lbs. with the addition of newly refurbished and instrumented coolers.

One of the fast moving items made in this department is the beer stick, a smoked salami type formulation. After aging, this product, the links of which are approximately 5 in. in length, is placed in a mold, wrapped in a printed sheet and sealed with a clear industrial tape.

**CONTACT FREEZING:** In fabrication of various fresh meat items, the firm uses a portable hydraulic plate contact freezer to firm the meat for breading and/or packaging. A battery of Hollymatic forming machines shapes the various meats, some of which are mechanically tendered. These cuts then are placed on parchment-lined stainless steel plates. The filled plate is put on an open frame of the contact plate freezer. When the whole unit is filled, it is activated and the plates are brought into close contact with the meat. The freezer plates do not compress the meat because their height is regulated for contact only.

Once frozen (this is accomplished

[Continued on page 30]

LEFT: Assistant supervisor Gene Daskoch holds filled pie pan. CENTER: Crust for pies is preweighed and rolled

into dough balls. RIGHT: Machine forms bottom crust as pans and dough balls are put into its molding wells.





FORTY sales managers, representing 21 firms, gathered recently in New York City for AMI sales managers' workshop.

## Sales Managers Get "Pro" Outlook at First AMI Workshop

**T**he second largest sales managers' training workshop in the three-year history of the American Meat Institute program was conducted recently in New York City.

Forty participants, representing 21 firms, attended the two-day session, which was also the largest yet held in New York City.

This was the opening meeting of the 1960 program, based on the theme "Practical Profitability." Subjects under study included selling for greater profit, selling more items per order, selling feature items and planning promotions.

Typical of comments on the workshop was that of Clyde Hartlove, training director of the Wm. Schlud-erberg-T. J. Kurdle Co., Baltimore, Md. He said of the meeting:

"The techniques involved and discussed, if carried out forcefully, will result in *creative* selling. . . This approach to selling volume at a profit will equip salesmen to meet the changes and challenges which are facing them now as well as in the future. . . I feel that (this) project has added stature and professionalism to the meat packer salesman."

The program, planned under the direction of the newly activated AMI sales and merchandising committee, has been greatly expanded over that of the preceding two years.

"The 1960 Sales Training Program is entirely a new program," John H. Moninger, the Institute's special service director in charge of the program, stated. "The program is of equal value to those who have

been in the 1958 and 1959 programs, or who are in the 1960 program for the first time."

Representatives of some 15 firms were scheduled to attend the second workshop, to be held March 11 and 12 in Columbus, Ohio. Locations and dates of other workshops are: Atlanta, March 18 and 19; Chicago, March 25 and 26; Omaha, April 8 and 9; San Francisco, April 29 and 30, and Dallas, May 6 and 7.

Fee for the workshop is \$290, including luncheon for the two days. If the year's total enrollment exceeds 250, a proportionate rebate will be made. Registration blanks and pre-meeting materials are available from John H. Moninger, American Meat Institute, which is located at 59 East Van Buren street, Chicago 5.

JOHN R. De GROOT, New York sales representative for Rath Packing Co., presents material on selecting feature items at the workshop. Each man took a turn at conducting part of each session at AMI training workshop.

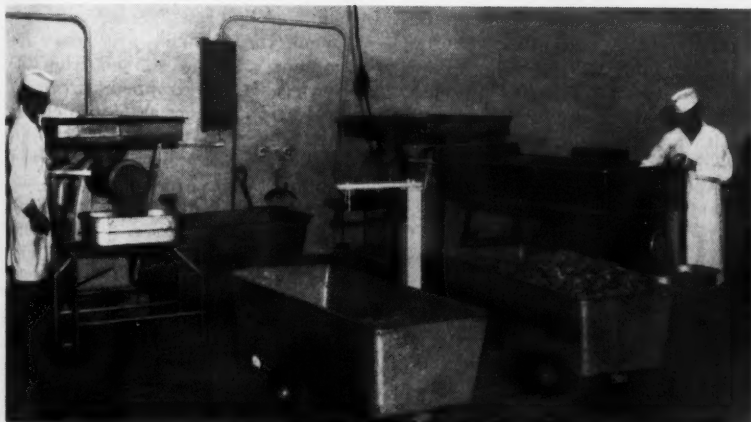
JAMES W. DANIELS, New England sales representative for Hygrade Food Products Corporation, conducts a mock sales meeting as participants from other firms act as his "sales staff" eager to learn how to sell more.





LEFT: Three forming machine operators dip patties in breading and place them on conveyor. RIGHT: Breaded items are placed in cartons and move by upper conveyor to sealing station where they are wrapped in cellophane and sealed.

## Miami Frozen Meat Company Expands Capacity



**S**HARP freezer facilities of Frozen Meat Packers, Inc., Miami, Fla., have been expanded to increase the production potential of the plant to 35,000 lbs. daily. These added facilities quickly freeze the packaged items at  $-60^{\circ}$  F. This addition forms part of the continued growth the firm has

**PRODUCT** requiring a fine cut is handled on the tandem grinder setup.

experienced since entering the frozen meat business four years ago. The company started its operations on a limited scale in a nearby public cold storage warehouse where it still conducts a frozen sea foods operation.

The acceptance of the firm's portion control line prompted management to install in its own building a new streamlined operation devoted to frozen meats, comments Robert Eckis, the president.

A canopied loading dock with

**LEFT:** Employee check weighs the cartons and seals them in clear overwrap. **RIGHT:** Products are blast frozen and removed from the freezer as required.



room for five trucks forms the front of the building. The first coolers inside the plant are the holding and thawing coolers. Since the firm buys a certain amount of frozen meat, these coolers are equipped with both refrigeration and heating units and controls for regulating the temperature within the rooms from 20 to 70° F. Immediately adjacent to the



main fabricating room is the boning room where the primal cuts are boned as a step in making portion control items. Between fabricated, breaded and boned items, the firm makes 20 different portion control meat products.

These 20 kinds are prepared in a variety of portion sizes ranging from 2 to 12 oz., with 4 oz. being the most common portion size.

To help the public feeder figure his own menu price, the back of the product brochure lists the menu price for the meat entry in a price range from 8¢ to \$1.25 with this item ranging as a stated value of the food cost from 25 to 45 per cent. This is a bench mark that warns the public feeder against under-pricing his menu so that there is no profit, declares James Richmond, administrative assistant. Much of the firm's promotional effort centers around making the public feeder aware of cost, he commented. The sales pieces mailed to its customers give the box weight, the portion size and count,

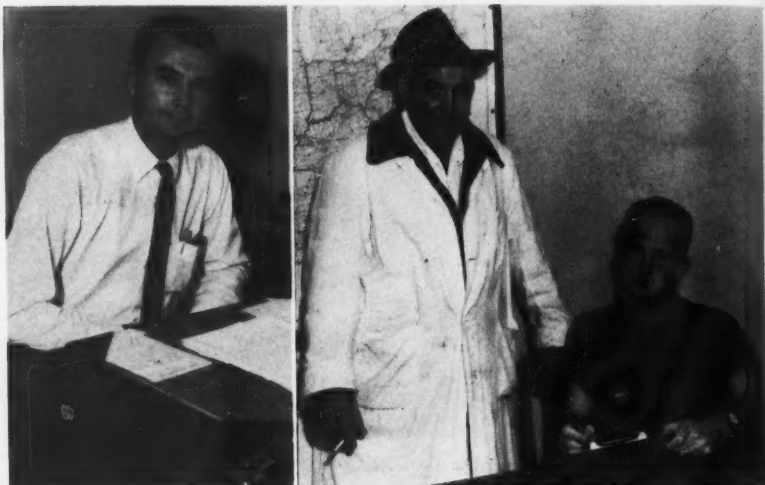


CONVEYOR from breeding room.

the portion price and box price. This helps to focus the customer's attention on his unit serving cost. This is one of the big advantages of portion control meats, according to Eckis; the public feeder has a uniform and readily determined cost for his entree.

The fabricating room houses several grinders. In a tandem setup a main grinder discharges onto a stainless table from which the second grinder is fed for the final pass. The technique eliminates handling between first and second grind.

If the fabricated meat is to be formed and breaded, it is moved to the Greer breeding machine. Three Hollymatic forming machines, which are spotted near the breeding machine intake. The platforms are de-



LEFT: Robert Eckis, president of the frozen meat company. RIGHT: Ben F. Richmond, vice president, and James Richmond, administrative assistant.

signed to hold the machines at a height that makes it easy for the operator to feed the ground meat into it with one hand and flip the formed patties into the breeding and then onto the machine intake with the other hand. After the meat passes through the breeding unit, which adds batter and additional breading, if desired, the pieces move past the packaging stations on the wide stainless steel rod conveyor. The pieces are placed in waxed board cartons in the correct number and the layers are separated with parchment paper.

The filled cartons move on a roller conveyor mounted above the breeding machine conveyor to the check weighing and sealing station. The cartons enter the room through a small opening which is designed to minimize the entry of dust from the breeding area.

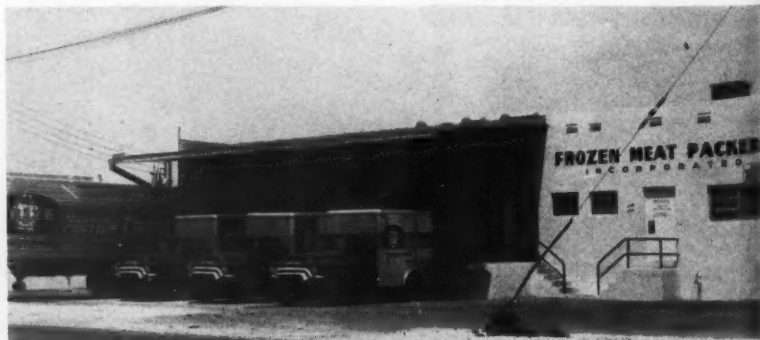
The cartons furnished by Marathon are overwrapped manually in a clear cellophane sheet and heat sealed. The clear sheet protects the

multicolored lettering of the carton which features the firm's brand name, "Don's Prize." Sealed cartons go to the  $-60^{\circ}$  F. freezer.

When the products are ready for shipment, they are moved from the blast freezer and dropped into fibre-board shipping containers which are printed to stress the need for keeping the product at  $0^{\circ}$  F. or lower. The meat is not removed from the blast freezer until ready for shipment so that it is given a maximum setting, according to Ben F. Richmond, vice president.

The firm uses two large over-the-road trailers which are refrigerated with Thermo-King units to make delivery of its products to its distributors. The extra chill given the product places less of a load on the trailers' refrigeration equipment and also assures protection against the slight temperature rise that may occur in receiving and shipping.

The firm also has three smaller refrigerated trucks used for delivery of its products to nearby points.



PART of the Miami firm's truck fleet is backed up to the loading dock which has recently been covered with a canopy for added protection of products.



# New Labor Law Regulates Internal Affairs of Unions; Democracy Makes Negotiations Harder

WSMPA Convention Speaker W. H. Smith of Federated Employers of San Francisco Analyzes Law and Describes How It is Working



**L**AST September 14, President Eisenhower signed the first major labor-reform legislation passed by the Congress since the Taft-Hartley Act was enacted in 1947. The new law contains two major sections. The first establishes a new code of conduct for labor unions, their officers and members. This section is designed to control corrupt practices and abuses in union-employer relations and also in the internal operations of labor organization.

The second section of the act contains a series of amendments to the Taft-Hartley Act. Some of these amendments carry out to a considerable extent the original purposes of the Taft-Hartley Act. Other amendments to the Taft-Hartley Act meet some of the special problems of the building trades and industry and two amendments carry out specific commitments of the President. These deal with the right of strikers to vote in a representation election and the repeal of the non-Communist oath.

Although the passage of the new labor law was the result of many hands and many influences motivated by a variety of considerations, the main purposes of the law are to restrain and control abuses. These abuses were revealed by a long series of Congressional hearings and investigations going back as far as 1948 and 1949, when House committees held extensive hearings on the lack of democratic procedures in the United Mine Workers and other unions. Four years later Congressman Clare Hoffman of Michigan disclosed many of the facts about James R. Hoffa and the activities of the Teamsters union that later were covered more exhaustively by the McClellan committee. Between 1953 and 1955, Senator Irving Ives of New York and Senator Paul Douglas of Illinois, with the full cooperation of labor, made an investigation of the administration of health and welfare and pension funds. These investigations led to the passage of both federal and state laws to restrain abuses and protect funds for proper use.

As a result of these and other disclosures, the AFL, under George Meany, expelled several unions charged with being dominated by racketeers. This courageous act has earned Meany the undying hatred of James Hoffa who, along with assorted gangsters and named criminals, has been the principal object of the McClellan investigations. According to the extensive record of the hearings, this attention was richly deserved. It is not surprising, therefore, that Hoffa issued the following statement regarding the new labor law. Here I quote from the September, 1959 issue of the *Northern California Teamster*.

"The labor bill is the biggest hoax ever put across on the American worker. It claims to deal with corruption, but in fact it is primarily aimed at destroying the hard-won rights of American labor to win and maintain a decent standard of living. It is the logical culmination of three years of false propaganda designed to put unions out of business. It is a tailor-made weapon for employer efforts to break strikes, limit union member-

ship, weaken union security and ultimately take away all that labor has won over the years. If labor is to survive, it must unite at the grass roots and present a common front against our enemies."

**DOUGLAS VIEW:** A somewhat different view of the law was expressed by Senator Paul Douglas in speaking to the second annual convention of the Illinois State Federation of Labor and Congress of Industrial Organizations on September 8, 1959. Senator Douglas has not been accused by anyone to my knowledge of being anti-labor. These are his remarks in part:

"First, let me speak frankly about the internal enemies of labor. The misdeeds of a substantial group of so-called labor leaders, as revealed in evidence presented to the McClellan and other committees, are both more serious and more widespread than was formerly believed. These men have done more harm to the labor movement than anything that has happened in a long time. There is no use for us of the labor movement to pretend otherwise, or to try to protect them merely because they carry a union card.

"My second observation is likewise very simple. This essential job cannot be adequately performed without affirmative and constructive help from government. Congressional investigating committees are frequently unfair and often violate the rights of privacy of individuals, but the committees have two powers which are essential in digging out corruption and abuses. They can issue subpoenas and compel attendance. They can then put witnesses under oath and subject those who testify falsely to prosecution for perjury.

"This has enabled facts to be brought out which the AFL-CIO, with all the best intentions in the world, would never have been able to disclose. Responsible labor leaders have freely acknowledged to me that the investigation of welfare and pension funds over which I presided gave them facts that were the basis of significant cleanup actions which they took. It was quite clear more than a year ago that the McClellan committee, like my investigation which resulted in a law to protect welfare and pension funds, had brought to light enough information to provide a sound basis for legislation."

**WHAT NEW LABOR LAW DOES:** Through its major provisions, the new law:

1. Sets up a bill of rights for all union members guaranteeing such things as equal privileges in conduct of meetings and elections, enforceable by civil suits in federal courts.
2. Requires detailed public financial reporting by all unions, including all receipts, expenditures, salaries and conflict of interest transactions by officers or employees. Reports must be filed with the U. S. Department of Labor. Criminal penalties are provided for false reporting.
3. Requires employers and labor relations consultants to report publicly their expenditures made to influence employees.
4. Limits trusteeships over a local by an international

union to 18 months. Requires detailed public reports on reasons for trusteeships, plus a provision that a trusteeship must be for legitimate union objectives.

5. Provides for secret ballot elections in unions with a limit on terms of union officers. Contains provisions to insure all the members can nominate candidates, vote in the election and be sure of honest treatment in union proceedings.

6. Bans service as a union officer by any person convicted of a major crime for five years after he leaves prison, or by any Communist or former Communist for five years after he quits the party.

7. Ends a void in federal-state jurisdiction known as "no man's land" by permitting each state to handle under its own laws any labor dispute that the National Labor Relations Board declines to handle, but the NLRB may not refuse to act on any class of cases it was handling August 1, 1959.

8. Prohibits all types of secondary boycotts by closing the Taft-Hartley loopholes.

9. Bans hot cargo contracts under which an employer agrees with a union not to do business with another employer. In the past, for example, the Teamsters union has made contracts with truck lines under which the lines agreed not to handle cargo from another truck line if the union pronounced it hot cargo.

10. Prohibits picketing in order to organize workers in these situations: where another union has been lawfully recognized; where the union seeking to picket has lost a collective bargaining election in the last 12 months; where picketing has been conducted for a reasonable period not exceeding 30 days, and where no election has been asked.

**OTHER PROVISIONS:** On secondary boycotts, the law makes it clear that labor can continue to refuse to work on struck goods. It also protects garment industry agreements under which a prime contractor agrees not to deal with non-union subcontractors; provides that the right of primary picketing against the employer directly involved in the dispute is not limited, and allows unions to use informational activities other than picketing to seek to persuade customers not to buy products of an employer with whom there is a dispute.

On organizational picketing, the limitations provide that a union can picket for longer than 30 days without an election if the picketing does not halt deliveries to a business. They also permit unlimited organizational picketing if the employer has entered into a collusive or "sweetheart" contract with another union. The act also contains three provisions long sought by labor. These will:

1. Permit replaced strikers to vote in a bargaining election for one year after a strike begins. This repeals a section of the Taft-Hartley Act.

2. Repeal the Taft-Hartley provision requiring union officers to file non-Communist affidavits if their organizations seek to use the NLRB.

3. Permit pre-hire agreements in the construction industry, plus mandatory union membership after seven days instead of the 30 required by present law.

How has the law worked so far?

**BILL OF RIGHTS:** The new law contains five sections which have been christened "A Bill of Rights for Union Members." They are based on the premise that if the worker is given full and effective voice in his union, the union movement will be purged of corruption and graft; workers will elect men to represent them who will be concerned with the workers' best interests and not with personal benefit. This sounds very good, but how does it actually work so far and how does the new-found democracy affect your labor relations?

The worker is given the right to speak and the right to assemble. He now can stand up in his meetings backed by the law and give his arguments, his views and opinions. He can call meetings with fellow members to discuss the problems and issues which confront them even though union officials may not want these meetings to be held.

It is too early to tell what the general results of the bill of rights sections will be. We know that individual union members feel freer to criticize their leaders and do so. We know that local union leaders are being much more careful in their handling of union affairs and in their conduct of meetings. This has had its consequences for collective bargaining. For example, union bargaining demands are more lengthy and more exorbitant than ever before. There is "something for everyone" in the list of demands today. Union officials do more consulting of their membership during the bargaining and have less leeway for compromise with the employer. Union representatives who are not secure in their jobs and who do not enjoy strong support of their membership are reluctant to take the responsibility for agreeing to anything less than the original demands. There is much more referring of counter-proposals to the membership for action. There is greater use of union committees to spread the risk of unfavorable reaction by rank and file to counter-proposals and the final settlement.

Where there is a lack of strong and secure union leadership backed by the rank and file, the employer is finding his bargaining much more difficult and time-consuming. With lack of leadership and responsibility for reaching a reasonable compromise, unions find themselves involved in more strike situations than before the bill of rights.

**TROUBLE AFOOT:** Last year was our worst strike year in many years. The trucking strike in San Francisco was a good illustration of this situation. There is a big difference between orderly and responsible regard for the rights of the individual and unrestrained mob freedom. Union officials and the membership were divided into three different groups with no control over rough-house meetings that caused many union members to leave meetings in disgust and fear. Roving gangs of self-appointed pickets took over the control of traffic at key intersections and trans-bay bridge outlets. Agreements between representatives of the police department and union officials regarding picketing rules were violated wholesale. Union agreements with other employers regarding their drivers were violated repeatedly to the point that rebel factions in the union had almost succeeded in pulling out every member of the union on strike.

Order was finally restored with the help of the police department, a court injunction and greater exercise of leadership and control by a few of the union officials. This was not done in a truly democratic manner, but it was done effectively.

Union officials are finding that endless debates and the encouragement of opposition groups mean very slow progress in the conduct of union affairs. Employers are finding that negotiations take longer, and there is no assurance that an agreement with the union spokesmen will be accepted by the rank and file. In fact, in many instances union spokesmen are reluctant to recommend a compromise.

In one recent local negotiation, the union business agent became so exasperated with his membership that he asked the employer not to make any more offers and to take a strike. Every time the employer raised the ante it made the business agent look foolish because he had tried to "sell" the previous offer to his member-

ship as a fair settlement. The strike involved only 26 men and lasted over three weeks, but both the employer and the business agent knew that the only way to bring the men to their senses was to let them strike. The two "hot-heads" who promoted this strike over the business agent's objections have taken jobs with another employer because the other 24 employees freely expressed their opinions of the leadership that put them out of work for three weeks during the Christmas season.

Do not misunderstand my comments. I am relating what is happening and how it affects your bargaining. No one believes more than I that graft and corruption should be rooted out of labor unions. I am strongly in favor of unions run for and by the members of the union. I also am fully convinced that due process and safeguarding of the rights of union members will be most likely under a system of orderly procedures and responsible leadership. Union leadership that balances the rights of individual members with the requirements of responsible collective bargaining needs to be supported and encouraged.

**BOYCOTT AND HOT CARGO:** Plugging holes in the "secondary boycott" provisions of the Taft-Hartley Act was clearly a major objective of Congress. These sections are among the most valuable to employers because they outlaw the most effective pressure on innocent third parties that unions have devised. Under the law before these amendments, a union was forbidden only to urge employees at a neutral employer's place of business to take any kind of strike or boycott action because of a dispute with another employer. For example, if was illegal to ask employees of the neutral employer to refuse to handle goods that came from an employer the union had tabbed as "unfair." There was nothing to prevent the union from pressuring or threatening the neutral employer. In addition, there was no prohibition against invoking a hot cargo clause and striking to enforce it against other employers. The new amendments make it clear that the following practices are outlawed:

1. Boycott appeals to an individual employee, or to railway workers, municipal and government employees and others outside the act's definition of employees.
2. Appeals to foremen and other supervisors to direct employees under them not to use or work on another employer's product or goods.
3. Secondary consumer picketing. The standard example of this is picketing before a retail store to urge customers of the store not to buy the products of a manufacturer with which the union has a dispute.
4. Threats of picketing or other economic pressure on an employer in order to get him to refuse to do business with another employer.
5. The making of "hot cargo" agreements by an employer and a union.

Under the old law, all these types of union conduct were held lawful. The new amendments, however, specifically permit truthful union publicity about a labor dispute with an employer. This publicity does not include picketing at another employer's place of business, but it was said in the debates to include passing out handbills there. Radio and newspaper advertisements also were mentioned as permissible. Such publicity may advise "the public, including consumers and members of a labor organization, that a product or products are produced by an employer with whom the labor organization has a primary dispute and are distributed by another employer." But the publicity may not interfere with the pickup or delivery of goods at the secondary employer's business by individuals other than employees of the employer who is actually

involved in the so-called primary labor dispute.

The most common type of "hot cargo" or "hot goods" clause provides simply that employees will not be discharged or otherwise penalized for refusing to handle goods from an employer designated by the union as "unfair." Congress apparently meant to make this type of clause void and illegal. The actual words of the new law go on to forbid an employer and a union "to enter into any contract or agreement, express or implied" for the employer to boycott the products or services of any other employer. This would appear to outlaw not only oral or written agreements but also arrangements indicated only by what the parties do. Exemptions from some of these provisions, however, are given the building and construction industry and the clothing and apparel industry.

**RESULTS ARE GOOD:** How have these provisions worked out so far? Again using a local example, our experience has been very good. Reports are received regularly from other sections of the country of cases filed and successful restraint of these violations. The general impression is that the Teamsters' most effective power to coerce a neutral employer and through him a primary employer has been drastically curtailed. Other unions that use these tactics are also finding this true.

For example, the recent lithographers strike in San Francisco presented the issue squarely to the court. The union struck for a series of clauses that would: 1) Require the employers not to accept struck work from any other employer in the country nor send struck work to any other employer to be done. 2) Require each employer in any group bargaining unit dealing with this union to be responsible for the actions of every other employer in that bargaining unit with respect to "unfair" or struck work even though the act occurs in a different section of the country under a separate contract. 3) Permit the union to strike any employer in the bargaining unit at any of his locations throughout the nation if he had a dispute with this union at any other location. 4) Make null and void, if the union wished, the contract agreed to with respect to wages and hours. In other words, the contract could be opened at once for renegotiation of its terms, and failure to agree would permit the union to strike, supposedly for better contract terms but actually to exert secondary boycott action.

These refinements were perceived by the court in their true light, and a restraining order was issued requiring the union to withdraw its illegal demands. This resulted in a quick settlement of the strike with the disputed clauses in the contract but inoperative pending an appeal by the union to the U. S. Court of Appeals. Failing there, the union states, a further appeal will be made to the U. S. Supreme Court.

The second hot cargo case acted on by the NLRB counsel and the courts under the new labor law involved the E. A. Gallagher & Sons trucking company in Philadelphia and the Teamsters union. The union struck the company for clauses that would: 1) give preference in leasing additional equipment to employers who have agreements with Teamsters; 2) stop the employer from making deliveries in the city area with over-the-road drivers; 3) require the employer to use only local union drivers for such deliveries, and 4) require the employer to bring all over-the-road freight to its terminal before delivery was made to consignees by local drivers.

The NLRB general counsel filed an action in the court for a restraining order, which was given quickly. Then the NLRB began its proceeding to determine the issues of the case. This sort of relief is quick and





**"Our 600 Series  
Fords give us  
8 miles to the  
gallon in urban  
stop-and-start  
operation!"**

**SAYS AL MILLER  
FLEET SUPERINTENDENT  
SEVEN-UP BOTTLING CO.  
INDIANAPOLIS, IND.**



"We started using Ford 2-tonners back in '58 because we were looking for a medium-size truck with enough power to handle our loads efficiently. We bought the 600 Series Fords on the basis of low initial cost and subsequently found them to be outstanding, not only in performance, but in economy as well.

"Our F- and C-600's equipped with V-8's, 5-speed direct transmissions





The Seven-Up Bottling Company was founded in 1935 by Tom Joyce. Shown above is one of their F-600's making a delivery in Indianapolis.

and single-speed rear axles, average 8 miles per gallon on our urban routes. Some of these trucks have run over 50,000 miles and we haven't had any serious trouble with any of them.

"Another benefit we get with Ford Trucks is excellent replacement parts availability. We maintain our own stock of the fast-moving items and can get the slower-movers from Ford Dealers in all parts of the state. As far as we're concerned, Ford is outstanding in its field for performance, economy of operation and parts availability!"

## Again in '60 FORD TRUCKS offer Certified Savings!



### CERTIFIED ECONOMY . . .

Yes, this year, if you buy a Ford Truck, you get a truck with certified economy in the three major expense items: gasoline, tires and initial price.



**Best Gas Mileage!** Results of second running of Economy Showdown U.S.A., show 1960 Ford ½-ton Pickups won every test—beat the average of other four leading makes by 13.1%.



**Double Tire Life!** Under average conditions, Ford's truck-type suspension gives double the front tire life of that obtained with "soft-type" independent suspension used on some 1960 trucks.



**Lowest Prices!\*** New 1960 Ford ½-tonners are priced from \$33 to \$181 below those of leading competitive makes. List prices of Ford Light and Medium Duty models are lowest in their class.

### CERTIFIED DURABILITY . . .

The refinements built into the '60 Ford Heavy and Super Duty Trucks for longer life and greater reliability will also bring savings to your operation.



**Automatic Radiator Shutters**, standard on all Super Duty models, add considerably to engine life. Reduction of coolant temperature variations from a 79° range to a 20° range means less expansion and contraction, more efficient combustion and better lubrication.



**Dynamometer Tests** of Ford's submerged-type electric fuel pump showed no vapor lock at temperatures up to 200° F. Incipient vapor lock with mechanical fuel pump resulted in a 9% power loss under the same conditions.



**Shaker Table Tests** plus constant exposure to oil, water and heat proved Ford's 1960 wiring harness to be three times longer lived than the 1959 harness.

### CERTIFIED ECONOMY REPORTS . . .



Certified results of these and other tests conducted by America's leading automotive research organization, plus a comparison of manufacturers' suggested list prices, are now available at your Ford Dealer's. Take him up on his offer to check the records . . . see and drive the new Ford Trucks . . . and you'll save for sure!

\*Based on latest available manufacturers' suggested retail prices, including Federal excise tax, excluding dealer preparation and conditioning and destination charges.

## FORD TRUCKS COST LESS

LESS TO BUY . . . LESS TO RUN . . .  
BUILT TO LAST LONGER, TOO!

# When "Rendering" Men Discuss Crackling Production They Talk About Anderson Expellers\*

When rendering plant men discuss crackling production problems, the conversation invariably leads to Anderson Crackling Expellers. And it's no wonder, for more than 800 Crackling Expellers are helping operators to get maximum crackling production and profits. Expellers are paying dividends in the rendering field.

Through the "line of nine" Expeller models, it's possible to choose a specific model that can be closely geared production-wise to the plant's requirements. Regardless of which of the "line of nine" models they are using, they can expect above average production, lower costs and higher profits for their particular operation. It's an accepted fact in the industry that no other pressing equipment compares in low cost production of quality products.

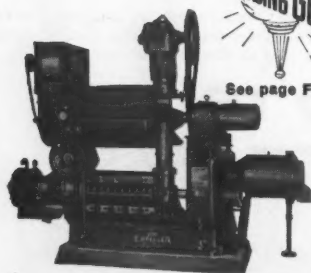
If you are getting only mediocre production results with your present equipment, it's time to ask for an Anderson representative to call and reappraise your equipment.



\*Trade Marks Reg. In U. S. Pat. Off.  
1960



See page F/An



## THE V. D. ANDERSON COMPANY

Division of International Basic Economy Corporation

1965 West 96th Street



Cleveland 2, Ohio

effective against such strikes for illegal clauses. \*

There is at least one aspect of the secondary boycott that is specifically exempted in the conference report of the Congress. That is the case of "struck work" which would have been done by the struck primary employer but is sent to a second employer from the primary employer to be worked on. Under the law, the second employer becomes the "ally" of the struck employer and may be legally picketed by the union. However, if a customer of the struck employer goes directly to the second employer and arranges to have his work done, such work is not struck work and the goods are not "hot goods." The union in such a situation may not lawfully picket the second employer.

**OTHER PICKETING PROVISIONS:** I have referred to struck work or lawful secondary picketing as well as secondary boycott picketing which is unlawful under the new labor law. There are other types of picketing also which are limited by the new labor law.

Recognition picketing is an unfair labor practice when the employer has lawfully recognized another union or where a valid NLRB election has been conducted within the preceding 12 months. Picketing also would be an unfair labor practice if conducted without a petition or a board election within a reasonable period of time not to exceed 30 days. When an election petition is filed, the board "shall forthwith, without regard for the provisions of Section (9) (c) (1) or the absence of a showing of a substantial interest on the part of the labor organization, direct an election in such unit as the board finds to be appropriate and shall certify the results thereof."

The ban on picketing permits publicity picketing to tell consumers that a business does not employ union workers, unless the effect of such picketing is to interrupt pickup and delivery services or to induce an individual not to perform services. The first action of the NLRB on publicity picketing was in a Houston, Tex., case where the Teamsters had a dispute with the Schepps grocery company, which is non-union. The Teamsters failed to unionize the employees but passed out a large number of handbills in front of the premises, blocked entrances with handbill passers, detained customers to talk with them, directed customers to stores that do not handle Schepps' products and induced customers to leave stores handling Schepps' products and go to other stores.

The NLRB obtained a stipulation by court action from the Teamsters in which the union agreed to stop all distribution of handbills and to refrain from any other means of publicizing the dispute for 30 days. After that, the union may resume its publicity picketing but must at all times refrain from any activities that constitute threats, coercion or restraints toward any person or retail store that purchases products from Schepps. Failure of the union to observe these conditions will reinstate the injunction immediately within a period of 72 hours.

**EXTORTIONATE PICKETING:** It is unlawful under the new labor law to carry on picketing for the purpose of, or as part of any conspiracy or in furtherance of any plan or purpose for, a personal profit or enrichment of any individual (except a bona fide increase in wages or other employee benefits) by taking or obtaining any money or other thing of value from such employer against his will or with his consent. (Sec. 505 provides penalties for either receiving or paying any thing of value to any labor organization or representative).

This section is aimed squarely at the "lumber" or unwanted helper imposed on out-of-town trucks that deliver directly to the consignee in town, instead of to a

freight terminal. In recent years the Teamsters have extended this vicious practice to a wide variety of receiving locations. The law very clearly prohibits this practice, but so far no employer has had the courage to "call" the Teamsters on this sort of racket. Sooner or later this will be done, and a court decision will be given that will save all of us thousands of dollars now being paid to Teamsters to avoid delivery trouble.

The language of the new labor law makes it hazardous also for unions to observe the picket lines of other unions. This has a major impact on the Teamsters union because of its delivery and pick-up functions. Hoffa has sent instructions to all locals of his union calling their attention to this risk and suggesting certain procedures for their protection, one of which is to send a notice to all central labor councils, building trades councils, culinary boards, state federations of labor, etc. Portions of that notice read as follows:

"We are advised by our legal staff that, for the time being, we can protect members of our union for refusals to cross picket lines at other places of employment only 'if the employees of such employer are engaged in a strike ratified or approved by a representative of such employees who such employer is required to recognize under' the Taft-Hartley Act. Our legal staff also advises that there is serious question as to our right to protect our members from discharge should they recognize any other type of picket line.

"Accordingly, so that our affiliated locals may be in a position to advise their members with respect to their rights under collective bargaining agreements and under the law, it will be helpful in all instances where your affiliated organizations establish a picket line that we, or our subordinate body, be informed of the following: 1) Is there a bona fide, primary strike? 2) Has it been ratified or approved by the picketing union? 3) At the time of such ratification or approval, was the employer required to recognize the picketing union under the law?

"Since the Kennedy-Landrum-Griffin bill places our local unions and their members in serious jeopardy unless the above information is made available to us in connection with any strike or picket line activities, we would appreciate your cooperation."

**APPRAISAL FOR FUTURE:** In the past 12 years since the Taft-Hartley Act was passed, there have been numerous proposals for amending the act and some proposals to repeal the act as a "slave labor act." During this period, the weight of public opinion has been in favor of more labor legislation rather than less. As with the Taft-Hartley Act, the new legislation is far from perfect and time will reveal more imperfections than are presently apparent. As I see it today, the new labor law accomplishes two major changes:


First, it places the federal government solidly in the position of supervising the internal affairs of labor unions. The Secretary of Labor becomes the all-powerful watchdog over the rights and privileges of individual union members. This emphasizes the original idea that labor unions exist to serve the interests of their members, rather than the prevailing view that the institutional interests of labor unions and their leadership are paramount.

Labor's opposition to such laws is based upon the premise that the internal affairs of a union are private domain not subject to control in the public interest. As George Meany told a House labor subcommittee: "... It is one thing to include such rights and safeguards in a union's constitution... and quite another thing to incorporate them into a federal statute."

[Continued on page 28]



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## Revised Grade Standards Proposed for Live Lambs

The U. S. Department of Agriculture has proposed changes in the standards for grades of live slaughter lambs, yearlings and sheep to correlate them with the revised standards for lamb, yearling mutton and mutton that went into effect March 1.

The proposed amendments, which were published in the *Federal Register* of March 4, should have the effect of lowering the average fatness in the Prime and Choice grades, which should substantially increase the number of animals eligible for the Prime grade, the USDA said.

The proposal would reduce conformation and quality requirements for both grades. Minimum conformation requirements would be lowered about one-half grade in each of the two grades. Quality requirements, as evaluated primarily by considering external fat in relation to age of the animal, would be reduced by varying degrees for the different grades, depending upon the age of the animal. Requirements for this factor would be reduced from about one-half grade to as much as a full grade in certain instances.

April 5 is the deadline for comments on the proposal to the director, Livestock Division, Agricultural Marketing Service, USDA, Washington 25, D. C.

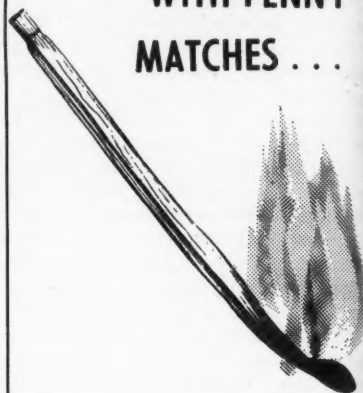
## Robbins Re-elected Head Of Georgia Packer Group

Charles M. Robbins, jr., of Robbins Packing Co., Statesboro, Ga., was re-elected president of the Georgia Independent Meat Packers Association at the sixth annual meeting of GIMPA in Atlanta last weekend. All other officers and directors also were re-elected.

They are: vice president, Frank Thompson, Southern Food, Inc., Columbus; secretary, Frank Thomas, Thomas Packing Co., Griffin; treasurer, Alton Turner, Redfern Sausage Co., Atlanta, and directors, George Rogers, Weaver Cawley, Gerald Meddin, R. H. McEver, Lee Newton and James Beavers, jr.

More than 120 persons attended the annual meeting. Speakers included Dr. Noah Langdale, jr., president of the Georgia State College of Business Administration; Leo M. Aikman, Atlanta newspaper columnist; John Krauss of John Krauss, Inc., Jamaica, N. Y., president of the National Independent Meat Packers Association, and John A. Killick, NIMPA executive secretary.

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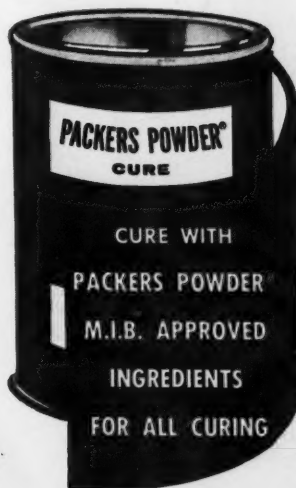
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**Milprint did** with this package for Hygrade smoked sliced beef... that keeps out light and air for product protection, keeps product in sight for full visibility.

HERE'S HOW: The face is a foil/cellophane laminate with polyethylene extrusion coating. The back is crystal clear cellophane and polyethylene. The result... locked-in flavor and freshness, increased shelf life, a strong, attractive, easy-to-handle package. There's never any temptation to compromise on the solution to *your* packaging problem at Milprint, or to limit the answer to any so-called all-purpose material. That's because Milprint is not "married" to any single material, but offers the widest variety of materials and printing processes available anywhere. Milprint's "open mind" approach gives you the economical packaging answer to your marketing problem—always!

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CARUM CARVIL L.\*

Every day the headlines call more and more consumer attention to the *contents* of the foods we eat. Controversy rages at every turn. No worries, however for the manufacturer who insists on using only the finest *natural* ingredients in his products—ingredients such as pure, fresh *Natural Spices*! It makes one more reason (he already has the finest flavor money can buy) for customers to buy his products . . . and it's one more bit of proof to him that it *pays* to make a *better* sausage.

*You Can't Improve on Nature*

Caraway seed

American Spice Trade Association

82 WALL STREET, NEW YORK 5, N. Y.

## How New Labor Law is Working

[Continued from page 23]

This attitude is reminiscent of employers' attitudes nearly a half century ago when federal laws began to control their activities with respect to employment, wages, hours, working conditions, etc. Actually, the main push for federal laws to protect the democratic rights of union members didn't come from employers. It came from union members themselves and their families as reflected by the hundreds of thousands of letters, etc., to Congress. The bill of rights was approved by one of the most liberal Senates since New Deal days; it was given guidance and support by many of the outstanding liberal educators and statesmen in the United States who have first-hand knowledge of these matters.

For example, in addition to such liberal senators as Douglas and Kennedy, there has been outspoken approval from such liberal intellectuals as Clark Kerr and Archibald Cox. Writing in the "Fund For The Republic," Kerr stated: "It is said, by some, that only the unions can scrutinize themselves; that it is not the proper business of anybody else. . . . The corporations said this once, too, and they were scrutinized. And the unions will be, too."

Cox, a Harvard law professor, told Congress that government should insure internal union democracy. "The government has this duty because labor unions enjoy their present power by virtue of federal statutes," he declared. By contrast, many employers were privately opposed to the "bill of rights" concept simply because a truly democratic union lacks the stability and control which makes for a disciplined union membership and peaceful labor relations.

**CONTROL OF COERCION:** The second major change accomplished by the new labor law is in its further control of coercive aspects of labor union tactics. In this respect, the nation's courts have been far ahead of the Congress in recognizing the distinction between freedom of speech and freedom of assembly on one hand and coercive picketing and secondary boycott on the other. Decisions of the courts, the National Labor Relations Board and the Interstate Commerce Commission have in the past few years served to educate the public and the Congress on the extent to which the free speech and freedom of assembly doctrines had been perverted by certain labor unions.

Union activities will be restrained by the new law in such areas as organizational picketing, secondary boycotts, hot cargo, extortionate picketing, minority picketing, etc. A common element of these tactics is coercive pressure to force employes or the employer, or both, to accede to union wishes against their will. The cloak of free speech and freedom of assembly no longer covers these union activities as it once did.

A by-product of the passage of the new labor law will, in my opinion, be a renewed attempt on the part of labor unions to "purge" congressmen who voted for the new law. This will mean trying to elect and control a larger and larger number of congressmen and a continuing program by unions of trying to reverse the trend of labor laws.

If labor leaders are so short-sighted and blind to the fact that this nation will not trust any group, including labor unions, with too much power, I will not be surprised if another major labor law will come into being in 10 to 15 years, this one safeguarding the political rights of each individual union member in the public interest. Freedom of the individual to vote as he pleases may become the next major issue involving labor unions and the nation.

# NEW EQUIPMENT and Supplies

Further information on equipment and supplies may be obtained by writing to manufacturer direct or writing The Provisioner, using key numbers and coupon below.

**CHILL CABINET (NE 873):** Introduced as auxiliary cooling equipment by Julian Engineering Company, Chicago, cabinet for chilling sausage and other meat products is also available as blast freezer for freezing bacon and such specialties as meat patties,

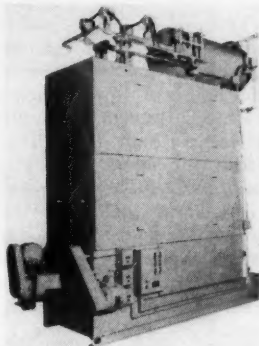


miniature steaks, etc. Designed to supplement a plant's existing cooler, chill cabinet is claimed to provide the means for making and shipping meat products on the same day, reducing inventory and product shrink and increasing shelf life. Manufacturer says equipment is installed easily.

**MEAT FLAVORING (NE 878):** Designed to "beef up" the taste of sausage having a high pork content, highly concentrated meat flavoring has been developed by Meat Industry Suppliers, Northfield, Ill. Termed "Beef-Up," the new product allows sausage-makers to maintain an all-beef flavor in

their sausage, according to firm. Flavoring can be used without formula change.

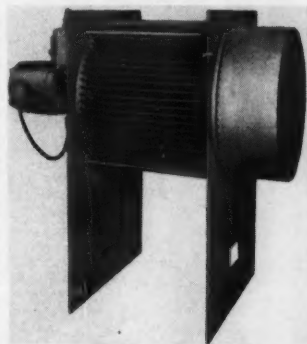
**ICE MAKING MACHINE (NE 858):** Major advantages of ice maker are: 1) no fine adjustments are necessary and 2) need for knives or scrapers to remove ice from plates has been eliminated. Steel ice freezing plates are electrically welded and polished for rapid ice removal. Conveyor is the helical screw type. Automatic control panel has timer,



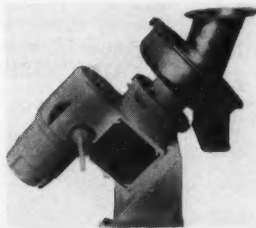
pilot lights and manual selection control switches; all electric motor starters are installed with interconnecting wiring to all valves and motors, terminating at control panel. Manufacturer is Kohlenberger Engineering Corp., Fullerton, Cal.

**ANGLE DISINTEGRATOR (NE 877):** Available in three sizes of stainless steel construction, angle disintegrator is for batch or continuous grinding, mixing, blending and dry granulating. Rotor is con-

**BONE CLEANING MACHINE (NE 886):** Introduced by Stephen Paoli Manufacturing Co., Rockford, Ill., bone cleaning machine for beef, pork, veal, etc., is capable of removing meat from 1,000 lbs. of bones per hour. Equipment can do an entire boning job or bone cleaning operation (after removing primal cut manually), depending on use of end product. Meat is removed in pieces, with size of pieces depending on bulk of meat on bones. Machine is entirely stainless and has totally-enclosed, waterproof, 5-hp., 220/440-volt, 3-phase motor and magnetic control panel, micro switch and wiring. Feeding can be done either manually or with conveyors, says manufacturer. Model shown is 36 in. wide, 60 in. high and 64 in. long.



nected directly to a variable-speed motor, eliminating need for belts. Compact machine opens fully



for fast cleaning of all parts. For operations that do not require variable-speed control, single-speed drive models are available from the manufacturer, Rietz Manufacturing Company, Santa Rosa, Cal.

**CONVEYORIZED ASSEMBLY TABLE (NE 868):** "Belttable" consists of flat belt conveyor with



table top on adjustable legs; table top is adjustable transversely so work

can be performed on either side or both sides. Offered by Standard Conveyor Co., St. Paul, unit is available in lengths up to 75 ft., with variable speeds from 5 to 120 ft. per minute in ratio of three to one.

**TOTE BOXES (NE 862):** Made of molded fiberglass and polyester resin, tote boxes are adaptable to shipping, storing and displaying fresh packaged foods. Lugs on side permit stacking of loads. Dimen-



sions are 19 $\frac{1}{2}$  in. x 24 in. (at top) x 12 $\frac{3}{4}$  in. deep. Carrier has cubic capacity for 60 lbs. Made by Molded Fiber Glass Tray Co., Linesville, Pennsylvania.

Use this coupon in writing for further information on New Equipment. Address The National Provisioner 15 W. Huron St., Chicago 10, Ill., giving key numbers only (3-12-60).

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THE NATIONAL PROVISIONER, MARCH 12, 1960



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## Canadian Firm Diversifies

[Continued from page 13]

on contact since the plates are —40° F.), the meat is wrapped and placed in shipping cartons. A rapid and positive freezing of the meat is the principal advantage of the plate system, observes Yarem. Its sharp freezers are equipped with direct expansion coils. While they are excellent for holding down shrink or discoloration, the coils are a little slower in their pull-down. The plates freeze the product to retain its natural juices and its color; the sharp freezer holds the product in excellent condition until it is ready to be shipped.

In its sliced luncheon meat operation, the firm has a number of U. S. Berkel units. Although it handles a conventional line of sliced sausage meats, its specialty is sliced boiled ham. This product is packed in two ways—in Standard Packaging pouches or a Saran overwrap.

Since the boiled ham slice is a relatively delicate product, Essex has devised a special mandrel for placing this product into a pouch. The mandrel is made from a stainless steel sheet, bent into a U-shape, which has a brace at its base. The upper leg of the U is resilient and has a lifted edge for holding the pouch open. With a spatula, the operator places the sliced ham stack into the pouch. The resilience of the mandrel virtually eliminates damage to slices, according to George Sapentin, foreman, sliced meats.

**VACUUMIZED POUCH:** Once in

the pouch, the meat is moved to the two-sealing head, vertical Standard Packaging unit. The sealed pouches are placed in a rigid wall window carton furnished by Marathon. The unit has a net weight of 6 oz. and holds from four to six slices.

The slices wrapped in Saran are affixed with a full-color label by a Great Lakes conveyor sealer equipped with two hot air blowers that shrink the sides of the film.

Bacon also is packaged in a variety of units, including a vacuumized pouch, laminated window and printed cellophane sheet. The reason for selecting the vacuumized pouch for bacon, boiled ham and Canadian bacon is its better and longer color retention, Ryan notes. The type of package used is determined by the needs of the individual market area or specific customer.

The laminated window carton features a recipe for each of the day's meals on its back side: for dinner, Boston bacon casserole; for lunch, cheese dream sandwich, and for breakfast, bacon and egg supreme. Each dish is simple to prepare and requires pan-ready ingredients.

The cellophane overwrap has a window foldover board. After the bacon shingles are placed on the bottom, the top is folded and the carton is overwrapped in cellophane.

**HEAVILY SMOKED:** A major specialty operation is ham canning. Featured is a full line, including the 1.5- and 3-lb. pear-shaped tins and the 6-lb. pullman shaped tin. The firm has Sheet Metal Engineering ham molding and extruding



LEFT: George Sapentin, sliced meats foreman at the Canadian packing plant, examines samples from the various types of packages used for sliced bacon. RIGHT: Bill Gandan, canning foreman, checks over the seam seal on a tin.

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g plant,  
bacon.  
tin.

12, 1960

THE NATIONAL PROVISIONER, MARCH 12, 1960

31

# ALL MEAT... output, exports, imports, stocks

equipment and American Can closure and vacuum sealing equipment. Cans are from American Can Co.

Cured hams intended for canning are smoked heavily prior to boning. Essex uses about 40,000 lbs. of hams weekly for canning.

The firm also uses a considerable volume of hams in standard ham production. Some are processed in printed Visten film pouches and others in Visking fibrous casings as pressure packed boneless ham rolls which are shaped at the ends with metal lids. A Global press is used to compress the ham log.

To expand its processing facilities, the company currently is installing three 14-cage fully automatic Atmos air-conditioned smoke-houses to be monitored by Taylor controls. Smoke for the units will be generated by three Atmos units.

Paul Abildgaard, an immigrant from the Netherlands who joined the firm's research laboratory recently, is helping to develop five new meat specialties that the firm hopes to introduce in the near future.

Essex operates a fleet of approximately 50 refrigerated GMC vehicles for distribution of merchandise throughout Ontario. It utilizes refrigerated public carriers for other Canadian and American shipments.

## AMI PROVISION STOCKS

Provision stocks, as reported to the American Meat Institute, totaled 170,500,000 lbs. on Feb. 27. This volume was down a shade from 171,000,000 lbs. a year earlier.

Stocks of lard and rendered pork fat totaled 41,800,000 lbs. for a 6 per cent drop from 44,700,000 lbs. in stock about a year earlier.

The accompanying table shows provision stocks as percentages of such holdings two weeks and a year earlier.

	Feb. 27 stocks as percentage of inventories on	Feb. 28 1959
	Feb. 13 1960	Feb. 28 1959
<b>HAMS:</b>		
Cured, S.P.-D.C. ....	99	60
Frozen for cure, S.P.-D.C. ....	165	103
Total hams ....	112	89
<b>PICNICS:</b>		
Cured, S.P.-D.C. ....	93	68
Frozen for cure, S.P.-D.C. ....	93	80
Total picnics ....	98	76
<b>BELLIES:</b>		
Cured, D.S. ....	102	89
Frozen for cure, D.S. ....	142	55
Cured, S.P.-D.C. ....	97	85
Frozen for cure, S.P.-D.C. ....	116	129
<b>OTHER CURED MEATS:</b>		
Cured and in cure ....	81	69
Frozen for cure ....	116	87
Total other ....	103	80
<b>FAT BACKS:</b>		
Cured D.S. ....	71	55
<b>FRESH FROZEN:</b>		
Loins, spareribs, neckbones, trimmings, other—total ..	104	97
TOT. ALL PORK MEATS ..	110	100
LARD & R.P.F. ....	95	93
PORK LIVERS ....	90	112

## Meat Production Scores Moderate Recovery

Meat production scored a moderate recovery last week as volume of output under federal inspection rose to 408,000,000 lbs. from 382,000,000 lbs. for the previous week. Beef accounted for most of the larger volume of meat produced. Current meat production was also somewhat larger than the 396,000,000 lbs. produced in the same week last year. Cattle kill numbered about 30,000 head larger than last year. Hog slaughter, although up slightly from the previous week, numbered about 20,000 head smaller than last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	<b>BEEF</b>		<b>PORK</b>	
	Number	Production	(Excl. lard)	Production
Mar., 5, 1960	345	208.4	1,325	176.8
Feb. 27, 1960	315	189.3	1,280	170.8
Mar. 7, 1959	315	191.6	1,345	180.6

Week Ended	<b>VEAL</b>		<b>LAMB AND MUTTON</b>		<b>TOTAL MEAT PROD.</b>	
	Number	Production	Number	Production	Number	Production
Mar. 5, 1960	92	9.8	245	12.5	408	220.3
Feb. 27, 1960	95	10.7	230	11.7	382	200.0
Mar. 7, 1959	94	10.0	280	13.9	396	214.9

1950-60 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.  
1950-60 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	<b>AVERAGE WEIGHT AND YIELD (LBS.)</b>				<b>HOGS</b>	
	<b>CATTLE</b>		<b>CALVES</b>		Live	Dressed
Mar. 5, 1960	1,050	604	107	105	232	133
Feb. 27, 1960	1,055	601	113	105	230	133
Mar. 7, 1959	1,066	608	106	105	235	134

Week Ended	<b>SHEEP AND LAMBS</b>				<b>LARD PROD.</b>	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
Mar. 5, 1960	190	107	105	51	—	42.5
Feb. 27, 1960	200	113	105	51	—	43.2
Mar. 7, 1959	190	106	105	50	15.0	47.5

## N. Y. MEAT SUPPLIES, 1959-58

Estimated annual meat supplies in New York area Jan. 4, 1959 through Jan. 2, 1960 compared with like period, Jan. 5, 1959 through Jan. 3, 1959 were reported as follows:

### RECEIPTS OF NON-LOCALLY DRESSED MEATS New York Metropolitan Area

	Number of Carcasses	Estimated Total Wt.
Steer and heifer ...	783,124	516,861,040
Cow .....	41,940	25,583,400
Bull and stag .....	22,545	16,908,730
Veal and calf .....	602,890	77,169,620
Lamb .....	2,152,296	105,462,500
Mutton .....	40,654	2,683,160
Hog & pig .....	1,243,972	189,083,740
Est. total wt., 1959		933,753,320
Est. total wt., 1958		658,066,310

### FRESH AND FROZEN CUTS, OFFAL

	Estimated 1959 (lbs.)	Total Weight 1958 (lbs.)
Beef cuts .....	31,615,697	13,933,090
Veal, calf cuts .....	76,722	160,930
Lamb, mutton cuts .....	273,472	268,680
Pork cuts .....	110,851,882	50,546,600
Offal .....	16,970,839	17,352,137
Beef trimmings .....	1,829,286	4,404,720
Pork trimmings .....	1,128,838	77,110
Est. total wt. ....	162,746,736	86,743,300

### CURED MEATS AND PROVISIONS

	Estimated 1959 (lbs.)	Total Weight 1958 (lbs.)
Cured beef .....	9,577,224	5,727,960
Cured & smoked pork .....	21,883,491	15,528,530
Lard, pork fat* .....	726,928	598,691
Manufact'd. products .....	14,147,673	3,698,342
Est. total wt. ....	46,335,316	25,543,530

### RECEIPTS OF LOCALLY DRESSED F.I. SLAUGHTER

#### New York & Boston Areas\*\*

	Number of Carcasses	Estimated Total Weight
	1959	1958
Cattle .....	641,736	695,405
Calves .....	50,550	518,115
Hogs .....	2,506,600	2,662,760
Sheep .....	1,939,298	1,963,460
Est. total wt. ....	5,038,184	5,749,740
	1959	1958
Cattle .....	526,223,520	562,962,130
Calves .....	57,793,250	59,698,225
Hogs .....	363,457,000	399,414,450
Sheep .....	89,207,708	94,246,512
Est. total wt. ....	1,036,681,478	1,116,321,317

### CARCASSES DRESSED WITHIN NEW YORK STATE UNDER STATE INSPECTION\*\*\*

	Number of Carcasses	Estimated Total Weight
	1959	1958
Cattle .....	122,493	none qtd.
Calves .....	384,284	217,343
Hogs .....	69,378	3,183
Sheep .....	104,090	8,912
Goats .....	953	2,690
	1959 (lbs.)	1958 (lbs.)
Cattle .....	74,720,730	none qtd.
Calves .....	34,585,560	18,465,570
Hogs .....	10,129,188	413,790
Sheep .....	4,371,780	445,600
Goats .....	40,026	94,130
Est. total wt. ....	123,847,284	19,419,110
Grand total wt. ....	2,303,364,136	1,906,093,683

\*Incomplete.

\*\*Based on reports furnished by the meat inspection branch of the United States Department of Agriculture.

\*\*\*Based on reports furnished by the state of New York Department of Health.

## U. S. LARD STOCKS

Stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, on January 31, 1960 totaled 135,600,000 lbs. This volume compared with 123,700,000 lbs. in stock on December 31 and 109,100,000 lbs. at the close of January 1959.



# PROCESSED MEATS . . . SUPPLIES

## Meat Production Off To Fast Start In January

Meat production was off to a flying start this year as volume of output for January at 2,392,000,000 lbs. was 7 per cent larger than last year's volume of 2,244,000,000 lbs. for the month. Of the January 1960 total, 1,192,000,000 lbs. were beef, 78,000,000 lbs. veal, 1,054,000,000 lbs. pork and 68,000,000 lbs. lamb and mutton. Comparable figures for January 1959 were 1,127,000,000, 77,000,000, 965,000,000 and 75,000,000 lbs., respectively.

Slaughter of cattle got off to a commanding lead over last year, as did that of hogs, while slaughter of calves and ovine stock lagged behind January 1959. Cattle kill in January at 2,031,000 head compared with 1,915,000 in January 1959 and hog slaughter numbered 7,779,700 head as against 7,029,800 for the month last year. However, near the close end of the month, hog slaughter was falling off sharply. Estimated commercial livestock slaughter and meat production appear below as follows:

### COMMERCIAL LIVESTOCK SLAUGHTER BY MONTHS, IN '00's, 1960-59

	Cattle		Calves		Hogs		Sheep & Lambs	
	1960	1959	1960	1959	1960	1959	1960	1959
Jan. ....	2,031.0	1,915.0	647.2	675.5	7,779.7	7,029.8	1,376.2	1,494.6
Feb. ....		1,617.4		601.2		6,715.2		1,217.8
Mar. ....		1,762.0		683.5		6,818.5		1,308.9
Apr. ....		1,892.7		641.9		6,695.7		1,262.0
May ....		1,840.6		556.3		5,899.2		1,167.3
June ....		1,931.7		580.5		5,842.7		1,224.0
July ....		2,038.1		614.8		6,157.3		1,288.2
Aug. ....		1,897.2		603.5		5,910.7		1,182.5
Sept. ....		2,064.2		690.8		6,926.8		1,356.2
Oct. ....		2,088.6		746.4		7,845.9		1,373.8
Nov. ....		1,903.0		679.5		7,477.1		1,212.6
Dec. ....		2,001.3		698.5		8,269.1		1,325.8

### COMMERCIAL MEAT AND LARD PRODUCTION BY MONTHS IN MILLION LBS., 1960-59

	Beef		Veal		Pork		L & M		Totals		Lard	
	1960	1959	1960	1959	1960	1959	1960	1959	1960	1959	1960	1959
Jan. ....	1,192	1,127	78	77	1,054	965	68	75	2,392	2,244	240	228
Feb. ....		946		69		907		62		1,984		208
Mar. ....		1,030		74		918		65		2,087		217
Apr. ....		1,100		74		920		62		2,156		218
May ....		1,071		72		823		55		2,021		201
June ....		1,112		78		826		55		2,071		198
July ....		1,168		82		841		58		2,149		206
Aug. ....		1,083		78		792		53		2,006		184
Sept. ....		1,177		87		925		62		2,251		208
Oct. ....		1,187		92		1,060		64		2,403		239
Nov. ....		1,082		80		1,027		57		2,246		236
Dec. ....		1,162		80		1,127		64		2,433		267

## CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of live-stock in California, Jan. 1960-59, as reported to THE PROVISIONER:

	January	
	1960	1959
Cattle, head .....	37,691	36,741
Calves, head .....	17,587	15,979
Hogs, head .....	16,473	19,031
Sheep, head .....	46,756	50,725

Meat and lard production for January 1960-59 (in lbs.) were:

	1960	1959
Sausage .....	8,129,263	8,548,039
Pork and beef .....	12,016,604	9,760,798
Lard, substitutes .....	720,202	680,330
Totals .....	20,866,069	19,289,267

## WEST COAST MEAT IMPORTS

Arrivals of foreign meats at various west coast ports were reported in pounds as follows:

Week ended Feb. 26, 1960  
**San Francisco:** from Paraguay—14,396 lbs. canned corned beef. Mexico—40,145 boneless beef.  
**Los Angeles:** from Australia—897,677 boneless beef. Mexico—681,140 boneless beef, 14,019 miscel. beef. New Zealand—889,630 boneless beef, 33,609 boneless veal, 21,389 lamb cuts. Argentina—17,990 canned beef. Holland—245,712 canned pork. Uruguay—45,000 canned beef.

## CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade as follows:

	Mar. 4	Feb. 26
	1960	1960
P. S. lard (a) .....	5,640,274	5,120,274
P. S. lard (b) .....	240,332	320,553
Dry rendered lard (a) .....	1,359,225	1,359,225
Dry rendered lard (b) .....	1,707,285	1,826,281
<b>TOTAL LARD</b> .....	<b>8,947,116</b>	<b>8,626,430</b>

(a) Made since October 1, 1959.  
 (b) Made previous to October 1, 1959.

## DOMESTIC SAUSAGE

Pork sausage, bulk, (cl. lb.)	
in 1-lb. roll .....	29 @ 34½
Pork saus., sheep cas.,	
in 1-lb. package .....	48 @ 53
Franks, sheep casing,	
in 1-lb. package .....	62 @ 69
Franks, skinless,	
in 1-lb. package .....	48
Bologna, ring, bulk .....	44½ @ 48
Bologna, a.c., bulk .....	35 @ 39½
Smoked liver, a.c., bulk 45 .....	50
Smoked liver, a.c., bulk 37 .....	45
Polish sausage,	
self-service pack. ....	58 @ 69
New Eng. lunch spec. 60 .....	64
Olive loaf, bulk .....	44½ @ 53
Blood and tongue, n.e. 55 .....	68
Blood, tongue, a.c. ....	45½ @ 54
Pepper loaf, bulk .....	47½ @ 64½
Pickie & Pimento loaf .....	43½ @ 51
Bologna, a.c., sliced	
6, 7-oz. pack. doz. ....	2.61 @ 3.60
New Eng. lunch spec.,	
sliced, 6, 7-oz., doz. ....	3.93 @ 4.92
O.L. sliced, 6, 7-oz., doz. ....	2.93 @ 3.84
P.L. sliced, 6-oz., doz. ....	3.40 @ 4.80
P&P loaf, sliced,	
6, 7-oz., dozen .....	2.78 @ 3.40

## DRY SAUSAGE

Cervelat, hog bungs (cl. lb.)	
Thuringer .....	1.03 @ 1.05
Farmer .....	62 @ 64
Holsteiner .....	84 @ 86
Salami, B.C. ....	75 @ 77
Salami, Genoa style .....	94 @ 96
Salami, cooked .....	1.05 @ 1.07
Pepperoni .....	51 @ 53
Sicilian .....	85 @ 87
Goteberg .....	98 @ 1.00
Mortadella .....	86 @ 88
	60 @ 62

## CHGO. WHOLESALE

### SMOKED MEATS

Wednesday, March 9, 1960	
Hams, to-be-cooked, 14/16 (av.)	50
Hams, fully cooked,	
14/16 wrapped .....	51½
Hams, to-be-cooked, 16/18	
wrapped .....	50
Hams, fully cooked,	
16/18 wrapped .....	51½
Bacon, fancy, de-rind,	
8/10 lbs., wrapped .....	35
Bacon, fancy sq. cut, seed-	
less, 10/12 lbs., wrapped ..	33
Bacon, No. 1, sliced 1-lb. heat	
seal, self-service pkg. ....	46

## SPICES

(Basis Chicago, original barrels, bags, bales)

	Whole Ground
Allspice, prime .....	86
resifted .....	99
Chili pepper .....	56
Chili powder .....	56
Cloves, Zanzibar .....	60
Ginger, Jamaica .....	3.50
Mace, fancy Banda .....	3.90
East Indies .....	2.95
Mustard flour, fancy .....	43
No. 1 .....	38
West Indies nutmeg .....	1.82
Paprika, American,	
No. 1 .....	52
Paprika, Spanish,	
No. 1 .....	65
Cayenne pepper .....	63
Pepper:	
Red, No. 1 .....	56
White .....	1.22
Black .....	75

## SAUSAGE CASINGS

(Lcl prices quoted to manu-facturers of sausage)

	(Per set)
Beef rounds:	
Clear, 29/35 mm. ....	1.20 @ 1.30
Clear, 35/38 mm. ....	1.25 @ 1.35
Clear, 35/40 mm. ....	1.05 @ 1.10
Clear, 38/40 mm. ....	1.15 @ 1.20
Clear, 44 mm./up .....	1.90 @ 2.05
Not clear, 40 mm./dn. 75 @	85
Not clear, 40 mm./up .....	85 @ 95
Beef weasands: (Each)	
No. 1, 24 in./up ....	13 @ 15
No. 1, 22 in./up .....	16 @ 18
Beef middles: (Per set)	
Ex. wide, 2½ in./up .....	3.60 @ 3.85
Spec. wide, 2½-2½ in. ....	2.65 @ 2.90
Spec. med. 1½-2½ in. ....	1.75 @ 2.00
Narrow, 1½ in./dn. ....	1.15 @ 1.30
Beef bung caps: (Each)	
Clear, 5 in./up .....	38 @ 42
Clear, 4½-5 inch .....	27 @ 32
Clear, 4-4½ inch .....	20 @ 22
Clear, 3½-4 inch .....	16 @ 19
Beef bladders, salted: (Each)	
7½ in./up, inflated ..	21
6½-7½ in., inflated ..	14
5½-6½ in., inflated ..	12 @ 14
Pork casings: (Per hank)	
29 mm./down .....	4.45 @ 4.55
29/32 mm. ....	4.35 @ 5.00
32/35 mm. ....	3.20 @ 3.35
35/38 mm. ....	2.50 @ 2.75
38/42 mm. ....	2.25 @ 2.50
Hog bungs: (Each)	
Sow, 34 inch cut .....	63 @ 64
Export, 34 in. cut .....	53 @ 57
Large prime, 34 in. ....	42 @ 45
Med. prime, 34 in. ....	39 @ 42
Small prime .....	16 @ 22
Middles, cap off .....	70 @ 75
Hog skips .....	7 @ 10
Hog runners, green .....	15 @ 20

Sheep casings:	(Per hank)
26/28 mm. ....	5.35 @ 5.45
24/26 mm. ....	5.25 @ 5.35
22/24 mm. ....	4.15 @ 4.25
20/22 mm. ....	3.85 @ 3.75
18/20 mm. ....	2.70 @ 2.80
16/18 mm. ....	1.35 @ 1.45

## CURING MATERIALS

Nitrite of soda, in 400-lb. Cwt.	
bbis., del. or f.o.b. Chgo ..	\$11.98
Pure refined gran.	
nitrate of soda .....	5.65
Pure refined powdered nitrate	
of soda .....	8.65
Salt, paper sacked, f.o.b.	
Chgo. gran. carlots, ton ..	30.50
Rock salt in 100-lb.	
bags, f.o.b. whse., Chgo ..	28.50
Sugar:	
Raw, 96 basis, f.o.b. N.Y. ..	6.00
Refined standard cane	
gran., del'd Chgo. ....	9.20
Packers curing sugar, 100-	
lb. bags, f.o.b. Reserve,	
La., less 2% .....	8.85
Dextrose, regular:	
Cerelose, (carlots, cwt.) ....	7.41
Ex-warehouse, Chicago ....	7.56

## SEEDS AND HERBS

(Lcl. lb.)	Whole Ground
Caraway seed .....	28
Cominos seed .....	51
Mustard seed	
fancy .....	23
yellow Amer. ....	17
Oregano .....	37
Corlander .....	46
Morocco, No. 1 .....	20
Marjoram, French .....	54
Sage, Dalmatian,	
No. 1 .....	59

# FRESH MEATS... Chicago and outside

## CHICAGO

March 8, 1960

### CARCASS BEEF

Steers, gen. range: (carlots, lb.)	
Prime, 700/800	none qtd.
Choice, 500/600	44
Choice, 600/700	43½ @ 44
Choice, 700/800	43 @ 43½
Good, 500/600	41n
Good, 600/700	40½
Bull	36½
Commercial cow	32½ @ 33
Canner-cutter cow	32½ @ 33

### PRIMAL BEEF CUTS

Prime:	
Rounds, all wts.	.55 @ 56
Tr. loins, 50/70 (cl.)	95 @ 1.10
Sq. chux, 70/90	42½
Arm chux, 80/110	39½ @ 40
Ribs, 25/35 (cl.)	64 @ 70
Briskets (cl.)	34
Navel, No. 1	11½ @ 12
Flanks, rough No. 1	12½
Choice:	
Hindqtrs., 5/800	.53 @ 53½
Foreqtrs., 5/800	37
Rounds, 70/90 lbs.	54
Tr. loins, 50/70	.72 @ 80
Sq. chux, 70/90	42½
Arm chux, 80/110	39½ @ 40
Ribs, 25/30 (cl.)	58 @ 62
Ribs, 30/35 (cl.)	56 @ 59
Briskets (cl.)	34
Navel, No. 1	11½ @ 12
Flanks, rough No. 1	12½
Good (all wts.):	
Sq. chucks	.41 @ 42½
Pounds	.52 @ 53
Briskets	.32 @ 33
Ribs	.46 @ 52
Loins, trim'd.	.63 @ 66

### COW, BULL TENDERLOINS

C&C grade, fresh (Job lots, lb.)	
Cow, 3/4 lbs./down	80 @ 85
Cow, 3/4 lbs.	93 @ 99
Cow, 4/5 lbs.	1.00 @ 1.05
Cow, 5 lbs./up	1.14 @ 1.18
Bull, 5 lbs./up	1.14 @ 1.18

### CARCASS LAMB

(Lcl. lb.)	
Prime, 30/45 lbs.	44 @ 46½
Prime, 45/55 lbs.	43 @ 45
Prime, 55/65 lbs.	41½ @ 43½
Choice, 30/45 lbs.	44 @ 46½
Choice, 45/55 lbs.	43 @ 45
Choice, 55/65 lbs.	41½ @ 43½
Good, all wts.	39 @ 44

## PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles Mar. 8	San Francisco Mar. 8	No. Portland Mar. 8
<b>FRESH BEEF (Carcass):</b>			
<b>STEER:</b>			
Choice, 5-600 lbs.	\$44.00 @ 46.00	\$45.00 @ 46.00	\$45.00 @ 46.00
Choice, 6-700 lbs.	43.50 @ 45.00	43.50 @ 45.00	43.50 @ 45.00
Good, 5-600 lbs.	42.00 @ 44.00	43.00 @ 44.00	43.00 @ 45.00
Good, 6-700 lbs.	39.00 @ 42.00	41.00 @ 42.00	42.50 @ 44.00
<b>COW:</b>			
Commercial, all wts.	34.00 @ 36.00	35.00 @ 38.00	36.00 @ 37.50
Utility, all wts.	33.00 @ 35.00	32.00 @ 34.00	35.00 @ 37.00
Canner-cutter	30.00 @ 33.00	30.00 @ 32.00	33.00 @ 35.00
Bull, util. & com'l.	38.00 @ 44.00	38.00 @ 40.00	39.00 @ 41.00
<b>FRESH CALF:</b> (Skin-off)			
Choice, 200 lbs./down	48.00 @ 52.00	None quoted	43.00 @ 53.00
Good, 200 lbs./down	47.00 @ 51.00	48.00 @ 52.00	41.00 @ 51.00
<b>LAMB (Carcass):</b>			
Prime, 45-55 lbs.	41.00 @ 43.00	43.00 @ 46.00	44.00 @ 47.00
Prime, 55-65 lbs.	38.00 @ 41.00	40.00 @ 43.00	None quoted
Choice, 45-55 lbs.	41.00 @ 43.00	42.00 @ 45.00	44.00 @ 47.00
Choice, 55-65 lbs.	38.00 @ 41.00	40.00 @ 42.00	None quoted
Good, all wts.	37.00 @ 39.00	40.00 @ 45.00	45.00 @ 46.00
<b>FRESH PORK (Carcass):</b> (Packer style)			
120-180 lbs. U.S. No. 1-3	None quoted	None quoted	25.00 @ 27.00
<b>LOINS:</b>			
8-10 lbs.	42.00 @ 47.00	46.00 @ 50.00	45.00 @ 48.00
10-12 lbs.	42.00 @ 47.00	46.00 @ 50.00	45.00 @ 48.00
12-16 lbs.	42.00 @ 45.00	44.00 @ 47.00	45.00 @ 48.00
<b>PICNICS:</b> (Smoked)			
4-8 lbs.	28.00 @ 32.00	28.00 @ 32.00	29.00 @ 35.00
<b>HAMS:</b>			
12-16 lbs.	44.00 @ 53.00	48.00 @ 52.00	48.00 @ 51.00
16-18 lbs.	44.00 @ 50.00	46.00 @ 50.00	46.00 @ 50.00

### BEEF PRODUCTS

(Frozen, carlots, lb.)	
Tongues, No. 1, 100's	32
Tongues, No. 2, 100's	29½
Hearts, regular, 100's	16½
Livers, regular, 35/50's	23
Livers, selected, 35/50's	29½n
Tripe, cooked, 100's	7½n
Tripe, scalded, 100's	6¼
Lips, unscalded, 100's	9¾
Lips, scalded, 100's	13½n
Melts	5
Lungs, 100's	5½ @ 6
Udders, 100's	5½n

### FANCY MEATS

Beeff tongues, (lb.)	
corned, No. 1	35
corned, No. 2	32
Veal breads, 6/12-oz.	1.30
12-oz./up	1.49
Calf tongues, 1-lb./dn.	31 @ 32

### BEEF SAUS. MATERIALS

<b>FRESH</b>	
Canner-cutter cow meat, (lb.)	
barrels	45
Bull meat, boneless, barrels	48½
Beeff trimmings, 75/85%, barrels	34
Beeff trimmings, 85/90%, barrels	38½
Boneless chucks, barrels	45
Beef cheek meat, trimmed, barrels	30
Beeff head meat, bbls.	25n
Veal trimmings, boneless, barrels	40 @ 41

### VEAL SKIN-OFF

(Lcl. lb.)	
Prime, carcass, 90/120	.57 @ 60
Prime, carcass, 120/150	.56 @ 59
Choice, carcass, 90/120	.53 @ 55
Choice, carcass, 120/150	.52 @ 55
Good, carcass, 90/150	.47 @ 50
Commercial, 90/190	.40 @ 42
Utility, carcass, 90/190	.36 @ 40
Cull carcass, 60/125	.30 @ 32

### BEEF HAM SETS

Insides, 12/up, lb.	54
Outsides, 8/up, lb.	52½ @ 53
Knuckles, 7½/up, lb.	54
n-nominal, b-bld, a-aeked	

## NEW YORK

March 8, 1960

### CARCASS BEEF AND CUTS

Prime steer: (lcl. lb.)	
Carcass, 6/700	46½ @ 49
Carcass, 7/800	46½ @ 49½
Carcass, 8/900	46 @ 49
Hinds, 6/700	57 @ 63
Hinds, 7/800	56 @ 62
Rounds, cut across, flank off	.55 @ 60
Rds., dia. bone, f.o.	.55½ @ 61
Short loins, untrim.	.82 @ 95
Short loins, trim.	.105 @ 131
Flanks	.16 @ 19
Ribs	.57 @ 66
Armchucks	.42½ @ 46
Briskets	.36 @ 42
Plates	.13 @ 17
Choice steer:	
Carcass, 6/700	46½ @ 48½
Carcass, 7/800	45½ @ 47
Carcass, 8/900	44½ @ 45
Hinds, 6/700	55 @ 58
Hinds, 7/800	52 @ 57
Rounds, cut across, flank off	.54½ @ 59
Rds., dia. bone, f.o.	.55½ @ 60
Short loins, untrim.	.82 @ 72
Short loins, trim.	.89 @ 95
Flanks	.15½ @ 19
Ribs	.50 @ 58
Armchucks	.42 @ 45
Briskets	.35 @ 41
Plates	.12½ @ 17
Good steer:	
Carcass, 5/600	.43 @ 45
Carcass, 6/700	.43½ @ 45½
Hinds, 6/700	.51 @ 55
Hinds, 7/800	.50 @ 54
Rounds, cut across, flank off	.54 @ 58
Rds., dia. bone, f.o.	.54 @ 58
Short loins, untrim.	.57 @ 61
Short loins, trim	.72 @ 88
Flanks	.14½ @ 17
Ribs	.48 @ 54
Armchucks	.41 @ 44

### FANCY MEATS

(Lcl. lb.)	
Veal breads, 6/12-oz.	1.33
12-oz./up	1.52
Beef livers, selected	36
Beef kidneys	52 @ 57
Oxtails, ¾-lb., frozen	19

### VEAL SKIN-OFF

(Carcass prices, lcl. lb.)	
Prime, 90/120	.62 @ 67
Prime, 120/150	.61 @ 66
Choice, 90/120	.53 @ 58
Choice, 120/150	.52 @ 57
Good, 60/90	.47 @ 51
Good, 90/120	.48 @ 53
Good, 120/150	.46 @ 50
Choice calf, all wts.	.45 @ 48
Good calf, all wts.	.41 @ 46
Stand. calf, all cuts	40 @ 45

### CARCASS LAMB

(Lcl. lb.)	
Prime, 35/45	.45 @ 48
Prime, 45/55	.44 @ 48
Prime, 55/65	.43 @ 46
Choice, 35/45	.45 @ 48
Choice, 45/55	.42½ @ 46
Choice, 55/65	.42 @ 44
Good, 35/45	.43 @ 45
Good, 45/55	.42½ @ 45
Good, 55/65	.41 @ 43
(Carlots, lb.)	
Choice, 35/45	.44 @ 47
Choice, 45/55	.42 @ 45
Choice, 55/65	.41 @ 44

### CARCASS BEEF

(Carlots, lb.)	
Steer, choice, 6/700	.46 @ 46½
Steer, choice, 7/800	.45 @ 45½
Steer, choice, 8/900	.44½ @ 45
Steer, good, 6/700	.42½ @ 43½
Steer, good, 7/800	.42½ @ 43½
Steer, good, 8/900	.42 @ 43

## PHILA. FRESH MEATS

March 8, 1960

Prime steer: (lcl. lb.)	
Carcass, 5/700	48½ @ 50
Carcass, 7/900	47 @ 49
Rounds, flank off	.57 @ 59
Loins, full, untr.	.64 @ 66
Loins, full, trim.	.87 @ 92
Ribs, 7-bone	.63 @ 66
Armchux, 5-bone	.43 @ 45
Briskets, 5-bone	.32 @ 35
Choice steer:	
Carcass, 5/700	.47 @ 48½
Carcass, 7/900	.45½ @ 48
Rounds, flank off	.56 @ 58
Loins, full, untr.	.54 @ 56
Loins, full, trim.	.76 @ 80
Ribs, 7-bone	.56 @ 59
Armchux, 5-bone	.41½ @ 45
Briskets, 5-bone	.32 @ 35
Good steer:	
Carcass, 5/700	.43½ @ 45
Carcass, 7/900	.43 @ 45
Rounds, flank off	.53 @ 56
Loins, full, untr.	.46 @ 50
Loins, full, trim.	.65 @ 72
Ribs, 7-bone	.50 @ 54
Armchux, 5-bone	.41 @ 43
Briskets, 5-bone	.32 @ 35
COW CARCASS:	
Comm'l. 350/700	.35½ @ 37½
Utility 350/700	.35 @ 37
Can-cut 350/700	.35 @ 37
VEAL CARC:	
Choice	
60/90 lbs.	.55 @ 58 @ 50
90/120 lbs.	.56 @ 60 @ 52 @ 55
120/150 lbs.	.55 @ 58 @ 50 @ 54
LAMB CARC:	
Prime	
35/56 lbs.	.47 @ 49 @ 45 @ 48
45/55 lb.	.46 @ 48 @ 43 @ 47
55/65 lbs.	.40 @ 46 @ 39 @ 45

## Phila., N. Y. Fresh Pork

PHILADELPHIA: (local, lcl. lb.)	
Reg., loins, 8/12	.44 @ 47
Reg., loins, 12/16	.43 @ 45
Boston Butts, 4/8	.31 @ 34
Spareribs, 3/down	.36 @ 40
Skinned hams, 10/12	.42 @ 45
Skinned hams, 12/14	.42 @ 45
Picnics, S.S. 4/6	.27 @ 31
Picnics, S.S. 6/8	.25½ @ 29
Beliles, 10/14	.17 @ 19

NEW YORK: (Box lots, lb.)	
Reg. loins, 8/12	.42½ @ 45
Reg. loins, 12/16	.41 @ 46
Hams, sknd., 12/16	.42 @ 47
Boston butts, 4/8	.30 @ 37
Regular picnics, 4/8	.26 @ 31
Spareribs, 3/down	.36½ @ 43

## CHGO. FRESH PORK AND

### PORK PRODUCTS

March 8, 1960	
Hams, skinned, 10/12	41
Hams, skinned, 12/14	41
Hams, skinned, 14/16	41
Picnics, 4/6 lbs.	25
Picnics, 6/8 lbs.	23½
Pork loins, boneless	65
Shoulders, 16/dn.	26
(Job lots, lb.)	
Pork livers	11½ @ 12
Tenderloins, fresh, 10's	68 @ 69
Neck bones, bbls.	9 @ 10½
Feet, s.c., bbls.	8 @ 9

## OMAHA, DENVER MEATS

Omaha, March 9, 1960	
(Carcass carlots, cwt.)	
Choice steer, 6/700	\$42.75 @ 43.75
Choice steer, 7/800	42.25 @ 42.75
Choice steer, 8/900	41.25 @ 41.75
Good steer, 6/800	39.50 @ 40.25
Choice heifer, 5/700	42.00 @ 42.25
Good heifer, 5/700	38.50 @ 39.00
Cow, C-C & util.	31.50 @ 32.50
Denver, March 9, 1960	
Choice steer, 6/700	\$42.50 @ 43.50
Choice steer, 7/800	42.00 @ 42.50
Choice steer, 8/900	41.00 @ 41.50
Good steer, 6/900	37.00 @ 39.00
Choice heifer, 5/600	42.00 @ 42.50
Choice heifer, 6/700	41.50 @ 41.75
Utility cow	32.50 @ 33.00

## CHGO. PORK SAUSAGE

### MATERIALS—FRESH

Pork trimmings: (Job lots)	
40% lean, barrels	14½
50% lean, barrels	15½ @ 16
30% lean, barrels	33
95% lean, barrels	37
Pork, head meat	37
Pork cheek meat	
trimmed, barrels	33
Pork cheek meat, untrimmed	28

...1.32  
...1.52  
... 36  
... 22  
... 18

@ 67  
@ 66  
@ 58  
@ 57  
@ 51  
@ 52  
@ 50  
@ 48  
@ 46  
@ 45

el., lb.)  
@ 48  
@ 48  
@ 46  
@ 48  
1/2 @ 46  
@ 44  
@ 45  
1/2 @ 45  
@ 43  
@ 47  
@ 45  
@ 44

@ 46 1/2  
@ 45 1/2  
1/2 @ 45  
1/2 @ 43 1/2  
1/2 @ 43 1/2  
@ 43

**Pork**  
1cl. lb.)  
@ 47  
@ 45  
@ 34  
@ 40  
@ 45  
@ 45  
@ 31  
1/2 @ 29  
@ 19  
ota., lb.)  
1/2 @ 48  
@ 46  
@ 47  
@ 37  
@ 31  
1/2 @ 43

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TS**

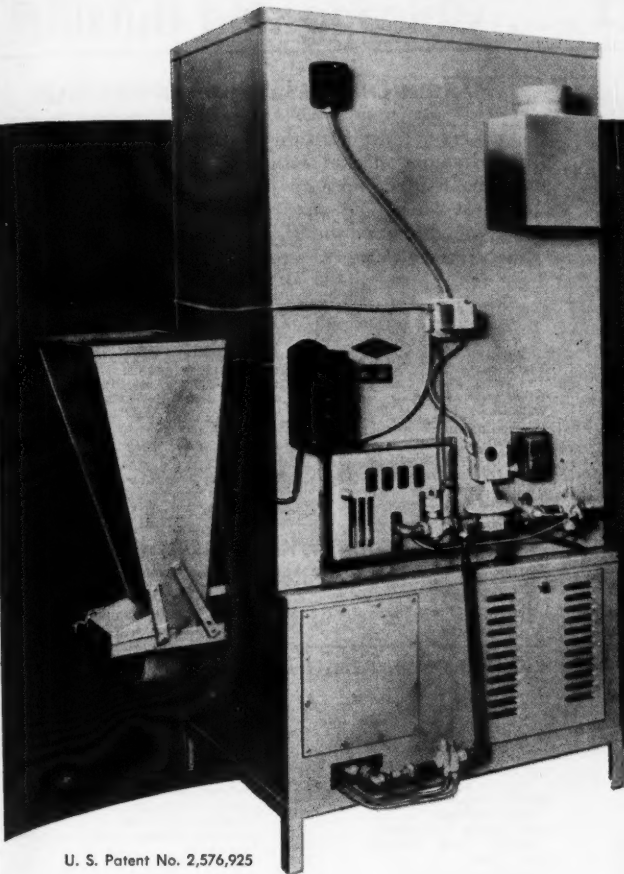
41  
41  
41  
25  
23 1/2  
65  
26

1 1/2 @ 12  
3 @ 69  
9 @ 10 1/2  
3 @ 9

**MEATS**

60  
t.)  
75 @ 43.75  
25 @ 42.75  
25 @ 41.75  
50 @ 40.25  
00 @ 42.25  
50 @ 39.00  
50 @ 32.50  
60  
50 @ 43.50  
00 @ 42.50  
00 @ 41.50  
00 @ 39.00  
00 @ 42.50  
50 @ 41.75  
50 @ 33.00

12, 1960



U. S. Patent No. 2,576,925

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# PORK AND LARD... Chicago and outside

## CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

### CASH PRICES

(Carlott basis, Chicago price zone, Mar. 9, 1960)

SKINNED HAMS				BELLIES			
F.F.A. or fresh	Frozen			F.F.A. or fresh	Frozen		
40 1/2	10/12	40 1/2		19 1/2	6/8	19 1/2	
40 @ 40 1/2	12/14	40		21 1/2	8/10	21 1/2	
40 @ 40 1/2	14/16	40		22 1/2	10/12	22 1/2	
40 @ 40 1/2	16/18	40		22	12/14	22	
40	18/20	40		20	14/16	20	
39	20/22	39		19 1/2	16/18	19 1/2	
39	22/24	39		18	18/20	18	
39	24/26	39		D.S. BRANDED BELLIES (CURED)			
39	25/30	39		n. q.	20/25	17 1/2	
38 1/2	25/up, 2s in	38 1/2		n. q.	25/30	17 1/2	

PICNICS			
F.F.A. or fresh	Frozen		
21	4/6	24	
22 1/2	6/8	22 1/2	
20 1/2	8/10	20 1/2	
20 @ 20 1/2	10/12	20n	
19 @ 19 1/2	f.f.a. 8/up 2's in	19	
21	fresh 8/up 2's in	n.q.	

FRESH PORK CUTS			
Job Lot	Car Lot		
43 @ 44	Loins, 12/dn	42 @ 42 1/2	
42	Loins, 12/16	41	
37	Loins, 16/20	36	
35	Loins, 20/up	35	
31	Butts, 4/8	29 1/2	
26 1/2	Butts, 8/12	25 1/2	
26 1/2	Butts, 8/up	25 1/2	
35	Ribs, 3/dn	34 1/2	
29	Ribs, 3/5	27 1/2 @ 28	
19 @ 20	Ribs, 5/up	17 1/2	

FAT BACKS			
Frozen or fresh	Cured		
6 1/4 n	6/8	7	
6 1/4 n	8/10	7	
6 1/4 n	10/12	7 1/2	
8 n	12/14	8 1/2	
8 1/2 n	14/16	9 1/2	
8 1/2 n	16/18	10	
8 1/2 n	18/20	10	
8 1/2 n	20/25	10	

OTHER CELLAR CUTS			
Frozen or fresh	Cured		
10 1/2 @ 11 1/2	Sq. Jowls, boxed	n.q.	
7 1/2	Jowl Butts, loose	7 1/2	
8 1/2	Jowl Butts, boxed	n.q.	

### LARD FUTURES PRICES

(Drum contract basis)  
FRIDAY, MARCH 4, 1960

	Open	High	Low	Close
Mar.	8.50	8.50	8.40	8.40b
May	8.95	8.95	8.85	8.85a
July	9.15	9.15	9.05	9.07b
Sept.	9.50	9.50	9.50	9.50a
Oct.				9.60n

Sales: 1,280,000 lbs.  
Open interest at close, Thurs., Mar. 3: Mar., 33; May, 203; July, 156; Sept., 103; and Oct., 14 lots.

MONDAY, MARCH 7, 1960

	Mar.	High	Low	Close
Mar.	8.45	8.52	8.45	8.52b
May	8.87	8.95	8.87	8.92a
July	9.15	9.30	9.15	9.17a
Sept.	9.50	9.55	9.52	9.55a
Oct.				9.60n

Sales: 680,000 lbs.  
Open interest at close, Fri., Mar. 4: Mar., 29; May, 202; July, 156; Sept., 104; and Oct., 14 lots.

TUESDAY, MARCH 8, 1960

	Mar.	High	Low	Close
Mar.	8.50	8.50	8.40	8.50b
May	8.95	8.95	8.87	8.87b
July	9.20	9.20	9.15	9.15b
Sept.	9.50	9.50	9.47	9.47b
Oct.				9.60n

Sales: 440,000 lbs.  
Open interest at close, Mon., Mar. 7: Mar., 24; May, 202; July, 159; Sept., 105; and Oct., 14 lots.

WEDNESDAY, MARCH 9, 1960

	Mar.	High	Low	Close
Mar.	8.55	8.60	8.55	8.60b
May	8.92	8.92	8.92	8.97a
July	9.22	9.25	9.22	9.25a
Sept.	9.55	9.55	9.55	9.55
Oct.	9.55	9.60	9.55	9.57

Sales: 680,000 lbs.  
Open interest at close, Tues., Mar. 8: Mar., 24; May, 201; July, 164; Sept., 106; and Oct., 14 lots.

THURSDAY, MARCH 10, 1960

	Mar.	High	Low	Close
Mar.	8.60	8.65	8.60	8.65a
May	8.95	9.02	8.95	8.97a
July	9.25	9.30	9.25	9.27a
Sept.	9.52	9.55	9.52	9.55a
Oct.				9.60b

Sales: 400,000 lbs.  
Open interest at close, Wed., Mar. 9: Mar., 24; May, 201; July, 165; Sept., 106; and Oct., 19 lots.

### LARD FUTURES PRICES

(Loose contract basis)  
FRIDAY, MARCH 4, 1960

	Open	High	Low	Close
Mar.				7.25b-.50a
May				7.62b
July				7.92b-8.02a
Sept.				8.10b-.20a

Sales: none.  
Open interest at close, Thurs., Mar. 3: Mar., none; July, 1; and Sept., 50 lots.

MONDAY, MARCH 7, 1960

	Mar.	High	Low	Close
Mar.				7.27b-.50a
May				7.65b-.85a
July				7.92b-8.20a
Sept.				8.20b-.25a

Sales: none.  
Open interest at close, Fri., Mar. 4: Mar., none; July, 1; and Sept., 50 lots.

TUESDAY, MARCH 8, 1960

	Mar.	High	Low	Close
Mar.				7.27b-.50a
May				7.65b-.85a
July				7.92b-8.20a
Sept.				8.20b-.25a

Sales: none.  
Open interest at close, Mon., Mar. 7: July, 1; and Sept., 50 lots.

WEDNESDAY, MARCH 9, 1960

	Mar.	High	Low	Close
Mar.				7.30b-.50a
May				7.65b-.85a
July				7.92b-8.20a
Sept.				8.20b-.25a

Sales: none.  
Open interest at close, Tues., Mar. 8: July, 1; and Sept., 50 lots.

THURSDAY, MARCH 10, 1960

	Mar.	High	Low	Close
Mar.				7.40b-.50a
May				7.80b-.85a
July				8.00b-.20a
Sept.				8.20b-.25a

Sales: none.  
Open interest at close, Wed., Mar. 9: July, 1; and Sept., 50 lots.

## MARGIN CHANGES IRREGULAR THIS WEEK

(Chicago costs, credits and realizations for Monday and Tuesday)

Packers in most cases this week failed to follow up the rising live hog market with markups in pork, as cut-out margins tended more to emphasize the negative side than last week. The small plus margins on lightweights were wiped out and the broad minus positions on heavies widened even more from last week.

	-180-220 lbs.—		-220-240 lbs.—		-240-270 lbs.—	
	Value		Value		Value	
	per cwt. alive	per cwt. fin. yield	per cwt. alive	per cwt. fin. yield	per cwt. alive	per cwt. fin. yield
Lean cuts	\$11.70	\$16.67	\$11.33	\$15.80	\$10.67	\$14.85
Fat cuts, lard	3.66	5.25	3.76	5.29	3.53	4.80
Ribs, trimmings, etc.	1.75	2.50	1.62	2.27	1.43	1.90
Cost of hogs	15.19		15.47		15.22	
Condemnation loss	.07		.07		.07	
Handling, overhead	1.98		1.80		1.62	
TOTAL COST	17.24	24.62	17.34	24.25	16.91	23.40
TOTAL VALUE	17.10	24.42	16.71	23.36	15.63	21.73
Cutting margin	-.14	-.20	-.63	-.89	-.128	-.176
Margin last week	+.14	+.19	-.68	-.94	-.91	-.131

## PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
1-lb cartons	13.50 @ 16.00	15.00 @ 16.00	13.50 @ 16.00
50-lb. cartons & cans	12.25 @ 14.50	13.00 @ 15.00	None quoted
Tierces	10.75 @ 12.75	12.50 @ 14.50	10.50 @ 14.00

## PACKERS' WHOLESALE LARD PRICES

Wednesday, March 9, 1960			
Refined lard, drums, f.o.b.			
Chicago	\$11.25		
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	11.75		
Kettle rendered, 50-lb. tins, f.o.b. Chicago	12.75		
Leaf, kettle rendered, drums, f.o.b. Chicago	12.25		
Lard flakes	12.00		
Neutral, drums, f.o.b. Chicago	13.25		
Standard shortening, N. & S. (del.)	17.25		
Hydrogenated shortening, North & South, drums	17.50		

## WEEK'S LARD PRICES

	P.S. or D.R.	Dry	Ref. in tend.
Mar. 4	8.40n	7.62	10.00n
Mar. 7	8.52n	7.62	10.00n
Mar. 8	8.50n	7.62	10.00n
Mar. 9	8.60n	7.62	10.00n
Mar. 10	8.65n	7.62	10.00n

Note: add 1/2c to all prices ending in 2 or 7.  
n-nominal, a-asked, b-bid

## HOG-CORN

### RATIOS COMPARED

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Mar. 5, 1960 was 12.9, the U. S. Department of Agriculture has reported. This ratio compared with the 12.6 ratio for the preceding week and 13.2 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.126, \$1.108 and \$1.183 per bu. during the three periods, respectively.

## VEGETABLE OILS

Wednesday, March 9, 1960			
Crude cottonseed oil, f.o.b.			
Valley			9 1/4b
Southeast			9 1/4n
Texas			9 1/4 @ 9 1/4n
Corn oil in tanks, f.o.b. mills			13 1/4n
Soybean oil, f.o.b. Decatur			7 1/2b
Coconut oil, f.o.b.			
Pacific Coast			16 1/2
Peanut oil, f.o.b. mills			14 1/2
Cottonseed foots:			
Midwest, West Coast			1 1/2
East			1 1/2
Soybean foots, midwest			1 1/2

## OLEOMARGARINE

Wednesday, March 9, 1960			
White domestic vegetable, 30-lb. cartons			22 1/2
Yellow quarters, 30-lb. cartons			24 1/2
Milk churned pastry, 750-lb. lots, 30's			23 1/2
Water churned pastry, 750-lb. lots, 30's			22 1/2
Bakers, steel drums, tons			16 1/2

## OLEO OILS

Prime oleo stearine, bags or slack barrels	10 1/2
Extra oleo oil (drums)	15
Prime oleo oil (drums)	14 1/2

## N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:  
Mar. 4-Mar., 11.30b-33a; May, 11.45; July, 11.55b-55c; Sept., 11.39b-42a; Oct., 11.34-35; Dec., 11.28b-11.30b; May, 11.35b; and July, 11.38b.  
Mar. 7-Mar., 11.29b-30a; May, 11.44b-46a; July, 11.54; Sept., 11.40b-43a; Oct., 11.30-31; Dec., 11.28b-11.33b-42a; May, 11.36b-42a; and 11.36b-42a.  
Mar. 8-Mar., 11.20; May, 11.47; July, 11.57; Sept., 11.45b-50a; Oct., 11.37-39; Dec., 11.36b-37a; Mar., 11.38b; May, 11.41b; and July, 11.41b.  
Mar. 9-Mar., 11.30b-39a; May, 11.55b-56a; July, 11.66-67; Sept., 11.59; Oct., 11.48-50; Dec., 11.48b-11.45b; May, 11.47b; and July, 11.50b.  
Mar. 11-Mar., 11.25b-27a; May, 11.48b-50a; July, 11.61b-63a; Sept., 11.56b-61a; Oct., 11.47b-49a; Dec., 11.45b-47a; Mar., 11.46b; May, 11.50b and July, 11.50b-75a.

# BY-PRODUCTS... FATS AND OILS

## BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)  
Wednesday, March 9, 1960

### BLOOD

Unground, per unit of ammonia, bulk .....	5.25n	
<b>DIGESTER FEED TANKAGE MATERIALS</b>		
Wet rendered, unground, loose		
Low test .....	5.50@	5.75n
Med. test .....	5.25@	5.50n
High test .....	5.00@	5.25n

### PACKINGHOUSE FEEDS

	Carlots, ton	
50% meat, bone scraps, bagged	\$75.00@	82.50
50% meat, bone scraps, bulk ..	72.50@	75.00
60% digester, tankage, bagged ..	77.50@	82.50
60% digester, tankage, bulk ..	75.00@	77.50
80% blood meal, bagged .....	100.00@	120.00
Steam bone meal, 50-lb. bags (specially prepared) .....	102.50	
60% steam bone meal, bagged ..	90.00	

### FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia (85% prot.)	*4.75	
Hoof meal, per unit of ammonia	*6.75	

### DRY RENDERED TANKAGE

Low test, per unit prot. ....	1.35n	
Medium test, per unit prot. ....	1.30n	
High test, per unit prot. ....	1.20n	

### GELATINE AND GLUE STOCKS

Bone stock, (gelatine), ton ....	14.50	
Cattle jaws, feet (non-gel), ton ..	1.25@	3.25
Trim bone, ton .....	3.25@	7.50
Pigskins (gelatine), lb. ....	6%	
Pigskins (rendering) piece .....	7 1/2@	12 1/2

### ANIMAL HAIR

Winter coil, dried, c.a.f. mid-east, ton .....	60.00	
Winter coil, dried, mid-west, ton	55.00	
Cattle switches, piece .....	2@	3 1/2
Winter processed (Nov.-Mar.) gray, lb. ....	none qtd.	
*Del. mid-west, *del. east, n-nom., a-asked.		

## TALLOW and GREASES

Wednesday, March 9, 1960

Eastern inquiry late last week was more pronounced on the medium and lower grade inedible tallow and greases and, consequently, some stock changed hands at higher price levels. Off-special tallow sold at 5 3/8c, regular special tallow at 5 1/2c, and yellow grease at 5 1/4c, all c.a.f. New York. Some off-special tallow also sold at 4 3/8c, and regular stock at 4 1/4c, c.a.f. Chicago. Choice white grease, all hog, sold at 6 1/2c, delivered New York, and c.a.f. Avondale, La.

Bleachable fancy tallow traded at 5 3/8c, and yellow grease at 4 1/2c, c.a.f. Chicago. Choice white grease, all hog, was bid at 5 3/8c, c.a.f. Chicago, and it was offered at 5 3/4c, the last sale price. Bleachable fancy tallow was bid at 5 3/4@5 3/4c, c.a.f. Avondale, and at 5 3/4@6c, c.a.f. East, and price depended on quality of stock. Edible tallow sold at 7 3/8c, c.a.f. Chicago, and at 7 1/4c, f.o.b. River points.

The firm undertone was still apparent on inedible stock at the start

of the new week. Some bleachable fancy tallow sold at 5 3/8c, and prime tallow at 5 1/8c, c.a.f. Chicago. Special tallow was still bid at 5 3/8@5 1/2c, and yellow grease at 5 1/4c, c.a.f. New York. Bleachable fancy tallow met buying interest at 5 7/8@6 1/2c, delivered New York, the outside price on high titre material.

Several tanks of edible tallow sold at 7 3/8c, c.a.f. Chicago. Special tallow was bid at 4 3/4c, and No. 1 tallow and yellow grease at 4 1/2c, c.a.f. Chicago. It was reported that some yellow grease changed hands at that basis. No. 2 tallow met inquiry at 3 7/8c, c.a.f. Chicago, and house grease at 4@4 1/8c, also Chicago.

Only a moderate volume of trading was reported at midweek. Special tallow sold at 4 3/4c, and yellow grease at 4 3/8@4 1/2c, c.a.f. Chicago. Generally, the market maintained its firm undertone. Choice white grease, all hog, sold at 6 1/2c, c.a.f. New York, and bleachable fancy tallow was bid at 5 3/4@6c, same destination. It was also reported that bleachable fancy tallow, high titre, was bid at 6 1/8c.

Bleachable fancy tallow met in-

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SAUSAGE

"Partridge"

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57 COMPANIES

SUPPLY CLEANING  
COMPOUNDS

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"YELLOW PAGES" of the Meat Industry ...  
starting on page 43

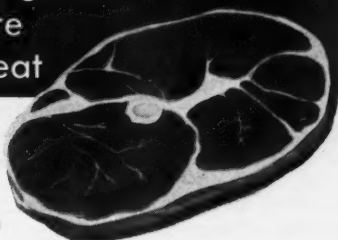
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quary at 5¼@5½c, c.a.f. Avondale. No. 1 tallow was bid at 4½c, No. 2 tallow at 3¾c and house grease at 4¾c, all c.a.f. Chicago. Edible tallow was bid at 7¼c, f.o.b. favorable River points, and offered fractionally higher. Edible tallow was also bid at 7¾c, c.a.f. Chicago, and it was offered at 7¾c. Choice white grease, all hog, was bid at 5½c, c.a.f. Chicago.

**TALLOW:** Wednesday's quotations: edible tallow, 7¼c, f.o.b. River and 7¾c, Chicago basis; original fancy tallow, 5½c; bleachable fancy tallow, 5¾c; prime tallow, 5½c; special tallow, 4¾c; No. 1 tallow, 4½c; and No. 2 tallow, 3¾c.

**GREASES:** Wednesday's quotations: choice white grease, all hog, 5¾c; B-white grease, 4¾c; yellow grease, 4¾@4½c; and house grease, 4¾c. Choice white grease, all hog, was quoted at 6½c, c.a.f. New York.

### EASTERN BY-PRODUCTS

New York, March 9, 1960

Dried blood was quoted today at \$4.25@4.50 per unit of ammonia. Low test wet rendered tankage was listed at \$4.50@4.75 per unit of ammonia and dry rendered tankage was priced at \$1.20 per protein unit.

### U.S. Jan.-Oct. P.L. 480 F-O

#### Exports Down Half From 1958

Exports of fats and oils from the United States under Title I of Public Law 480 from October 1, 1959, through January 31, 1960, amounted to 107,000,000 lbs., or about 50 per cent less than the four-month volume of 217,000,000 lbs. a year earlier. Most of the decrease was in exports of soybean oil to Spain.

U.S. exports of vegetable oil in the October-January period of the current marketing year totaled 369,000,000 lbs., an increase of 45,000,000 lbs. over the comparable 1958-59 period. Cottonseed oil this year comprised 59 per cent of the total vegetable oil exports, compared with 21 per cent last marketing year. Conversely, the percentage of soybean oil dropped to about 41 from 79 last year.

Public Law 480 agreements issued through February 16, 1960 and effective in the current marketing year, were issued to 11 countries for a total of 440,000,000 lbs. Of this total, 119,000,000 lbs. were under carry-over programs from the preceding year, as of October 1. Purchase authorizations are yet to be issued for 86,000,000 lbs. of the volume programmed through February 16 of this marketing year. Additional oil may be programmed in the next few months, with final delivery dates before October 1, 1960.

### CHICAGO HIDES

Wednesday, March 9, 1960

**BIG PACKER HIDES:** The hide market was fairly active last week and mostly at steady prices. Native Iowa bulls sold steady at 11½c, with 10½c paid for brands. At the close of the week, Waterloo heavier than average heavy native steers sold at 12½c, a discount of ½c, due to the heavy average.

As the new week opened, interest was centered on branded steers at steady prices. Heavy Texas steers sold steady at 11½c. Light hides again were slow, although some interest cropped up during the day at slightly under the last paid levels.

On Tuesday and Wednesday, the market became more active and again mostly at steady prices. An exception was a car of Austin light native steers at 20½c, which were ½c under last reported sales. Some movement of light native cows took place at steady to lower prices. The deals involved St. Paul and Austin production at 19c, Fremont's at 19½c, Kansas City 45-lb./up and Sioux City and Omaha's at 20c, all 1c lower. A car of Sioux Falls production sold at 20c, or 1c lower.

St. Joseph light native cows, including some cooler skins, sold at 21½c. Some St. Louis and River native bulls sold steady at 11½c. About 1,400 Wichita heavy Texas steers sold steady at 11½c. Also about 1,000 Wichita branded cows sold at 14c, steady. Dealers and exporters were the major buyers of heavy hides.

**SMALL PACKER AND COUNTRY HIDES:** Trading was light again this week in both small packer and country hides. Offerings were not pushed to any great extent, either. Locker-butcher 50/52-lb. averages were quoted at 14@14½c nominal, as were straight renderers, same weights, at 13c. No. 3 hides were slow and nominal at 11c, f.o.b. Midwestern small packer product, 50/52's, were held at 17@17½c, while 60/62's were mostly steady at 13@13½c nominal. Good to choice trimmed horsehides were easier, with some recent trading reported at 10.50@11.00. Extra choice lots were indicated a shade higher. Ordinary lots ranged from 8.50@9.00.

**CALFSKINS AND KIPSKINS:** Last confirmed trading on big packer Northern light calf was at 55c, with heavies 1c more. Recently, light and heavy Milwaukee calf sold at 55c. River light calf reportedly sold direct for export recently at 52½c. Kipskins are inactive, with sales of Northern-River's at 46c and overweights at 41c. Last sales of big

packer regular slunks were at 2.10, with the price estimated this week at about 2.00. Small packer allweight calf was slow and quoted at 42@45c nominal, as were allweight kips at 35@38c. Country allweight calf ranged from 27@29c, in slow action, and allweight kips at 23@25c.

**SHEEPSKINS:** A steady undertone was being maintained on shearlings, with Northern-River No. 1's moving readily at 1.75@2.10, and Southwesterns at 2.25. Northern-River No. 2's were steady at 1.40@1.50, the outside price on Southwesterns. No. 3's were steady at .65@.75. March wool pelts were reported moving at 3.45@3.60, quality considered. Full wool dry pelts are a nominal at .25. Pickled lambskins were quoted at 11.50 and sheepskins were quoted at 13.50.

### CHICAGO HIDE QUOTATIONS

PACKER HIDES		Wednesday, Mar. 9, 1960	Cor. date 1959
Lgt. native steers	20½n	23½	@ 24n
Hvy. nat. steers	13 @ 13½n	15	@ 15½n
Ex. lgt. nat. steers	23n	25½	@ 26n
Butt-brand. steers	11½n	13	
Colorado steers	11n	12½	
Hvy. Texas steers	11½n	13	
Light Texas steers	18½n	18n	
Ex. lgt. Texas steers	21n	23n	
Heavy native cows	.15 @ 15½	18	@ 18½
Light nat. cows	.19 @ 20	23	@ 26½
Branded cows	13½ @ 14	16	@ 19
Native bulls	11½ @ 12½n	12	@ 12½
Branded bulls	10½ @ 11½n	11	@ 11½
Calfskins:			
Northern, 10/15 lbs.	56n	67½n	
10 lbs./down	55n	70n	
Kips, Northern native,			
15/25 lbs.	46n	53n	
SMALL PACKER HIDES			
STEERS AND COWS:			
60/62-lb. avg.	.13 @ 13½n	17n	
50/52-lb. avg.	.17 @ 17½n	19½ @ 20n	
SMALL PACKER SKINS			
Calfskins, all wts.	.42 @ 45n	50n	
Kipskins, all wts.	.35 @ 38n	38 @ 39n	
SHEEPSKINS			
Packer shearlings:			
No. 1	1.75 @ 2.10n	1.00 @ 1.40	
No. 2	1.40 @ 1.50n	.50 @ .75	
Dry Pelts	.25	.17n	
Horsehides, untrim.	11.00 @ 11.50n	9.25 @ 9.75n	
Horsehides, trim.	10.50 @ 11.00n	9.00 @ 9.25n	

### N. Y. HIDE FUTURES

Friday, March 4, 1960				
	Open	High	Low	Close
Apr. ...	18.80b	18.90	18.85	18.85b-.90a
July ...	18.20b	18.35	18.26	18.35
Oct. ...	17.90b	18.14	18.10	18.00b-.15a
Jan. ...	17.50b	...	...	17.50b-.80a
Apr. ...	17.00b	...	...	17.00b
Sales: 20 lots.				
Monday, March 7, 1960				
Apr. ...	18.80b	19.23	18.95	19.23-.22
July ...	18.20b	18.49	18.45	18.50b-.65a
Oct. ...	17.90b	18.30	18.30	18.30b-.50a
Jan. ...	17.40b	...	...	17.85b-18.00a
Apr. ...	16.90b	...	...	17.35b
Sales: 25 lots.				
Tuesday, March 8, 1960				
Apr. ...	19.10b	19.45	19.23	19.28
July ...	18.61b	18.90	18.70	18.75
Oct. ...	18.30b	18.50	18.46	18.45b-.55a
Jan. ...	17.85b	...	...	18.00b-.30a
Apr. ...	17.50b	...	...	17.50b
Sales: 47 lots.				
Wednesday, March 9, 1960				
Apr. ...	19.20b	19.40	19.30	19.40
July ...	18.70b	18.89	18.80	18.80b-.85a
Oct. ...	18.40b	18.55	18.55	18.50b-.60a
Jan. ...	17.90b	...	...	18.10b-.40a
Apr. ...	17.40b	...	...	17.60b
Sales: 24 lots.				
Thursday, March 10, 1960				
Apr. ...	19.40	19.40	19.35	19.33b-.40a
July ...	18.81	18.93	18.80	18.82b-.90a
Oct. ...	18.40b	18.50	18.50	18.55b-.61a
Jan. ...	17.90b	...	...	18.15b
Apr. ...	17.40b	...	...	17.65b
Sales: 38 lots.				



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@ 26 1/2  
@ 19  
@ 12 1/2  
@ 11 1/2

67 1/2n  
70n  
53n

17n  
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85b- .90a  
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00b- .15a  
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00b

.23-.22  
.50b-.65a  
.30b-.50a  
.85b-18.00a  
.35b

.28  
.75  
.45b-.55a  
.00b-.30a  
.50b

.40  
.80b-.85a  
.50b-.60a  
.10b-.40a  
.60b

9.33b-.40a  
8.82b-.90a  
8.55b-.61a  
8.15b-  
7.65b-

12, 1960

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THE NATIONAL PROVISIONER, MARCH 12, 1960

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# LIVESTOCK MARKETS...Weekly Review

## Early Lamb Crop, Feed Conditions Making Slow Progress In California, USDA Survey Indicates

The new lamb crop is making generally slow progress in California, the U. S. Department of Agriculture has reported. Weather has been unfavorable to growth of both pasture and the lambs themselves.

Initial scouting tours have indicated that the greater share of spring lambs from Los Banos southward are still well short of slaughter finish, even though some of the earliest dropped weigh around 90-95 lbs.

In the Sacramento Valley, feed conditions are fair with many lambs weighing 65-75 lbs. While early reports of bids and asking prices have been indicated, no transactions have been confirmed to date.

## Calif. Cattle Feeders Opposed To Proposed USDA Prompt Payment Regulation On Livestock Sold

The board of directors of the California Cattle Feeders Association, at its first meeting of the year at Los Angeles, approved a resolution opposing a proposed regulation by the packers and stockyards branch of the U. S. Department of Agriculture, which would require "prompt payment" for all livestock bought.

The directors pointed out in the resolution that they were against any further government interference in the cattle business. The board is also continuing to investigate the possibility of obtaining reliable information on packer credit ratings, etc.

## Meat Inspectors Told To Reserve Doubt For Selves

Federal meat inspectors and slaughterers have been instructed by U. S. Department of Agriculture that "when at the time of antemortem inspection the inspector has reason to believe a period of time less than 48 hours has elapsed since an animal has been withdrawn from feed containing diethylstilbestrol, such animal shall not be passed for slaughter until termination of such 48-hour period."

## U. S. CATTLE AND CALF IMPORTS

Number of cattle and calves from Canada and Mexico passed for entry into the United States—calendar years 1958 and 1959 was reported by the USDA as follows:

Month	Canada		Mexico	
	1959	1958	1959	1958
January	21,878	58,331	65,349	54,810
February	14,011	35,534	57,023	52,018
March	21,090	59,800	39,769	39,712
April	40,667	28,125	15,739	59,708
May	40,223	20,848	58,821	53,171
June	42,579	30,018	19,554	22,694
July	29,709	46,920	8,741	14,689
August	17,387	38,906	15,107	10,384
September	13,887	84,576	4,110	16,149
October	39,509	133,475	7,723	26,754
November	38,770	93,525	28,290	58,377
December	23,189	32,920	32,345	69,871
Year	342,899	662,978	352,571	478,347

Note: During calendar 1959—28,684 sheep and 9,712 hogs were received from Canada as against 41,400 sheep and 7,805 hogs in 1958.

## LIVESTOCK RECEIPTS AT 58 MARKETS

A summary of receipts of livestock at 58 public markets, Jan. 1960 and 1959, as reported by the USDA:

	CATTLE		CALVES	
	Total receipts	Local slaughter	Total receipts	Local slaughter
Jan. 1960	1,317,783	1,499,356	747,876	191,180
Jan. 1959	1,302,136	1,497,907	752,182	204,477
5-yr. av. (Jan.-1955-59)	1,510,525	1,759,606	999,428	272,426
Jan. 1960	2,299,251	3,167,023	2,146,250	605,043
Jan. 1959	2,235,443	2,993,475	2,041,822	698,619
5-yr. av. (Jan.-1955-59)	2,289,894	3,197,075	2,259,207	668,152

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Mar. 8 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.Y. Yds.	Chicago	Sioux City	Omaha	St. Paul
<b>HOGS:</b>					
<b>BARROWS &amp; GILTS:</b>					
U.S. No. 1:					
180-200	—	\$14.50-15.85	—	—	\$15.25-16.30
200-220	—	15.65-15.85	—	\$16.00-16.25	16.25-16.50
220-240	—	15.50-15.85	—	16.00-16.25	16.25-16.50
U.S. No. 2:					
180-200	—	14.50-15.75	\$15.25-16.00	—	—
200-220	—	15.50-15.75	15.75-16.00	—	16.00-16.25
220-240	—	15.40-15.75	15.75-16.00	—	16.00-16.25
240-270	—	15.25-15.65	15.50-16.00	—	—
U.S. No. 3:					
200-220	\$15.00-15.25	15.15-15.35	—	—	15.25-15.50
220-240	14.75-15.25	15.15-15.25	15.65-15.75	—	15.25-15.50
240-270	14.50-15.00	15.00-15.25	15.00-15.50	—	15.25-15.50
270-300	14.25-14.50	14.65-15.15	14.75-15.00	—	15.00-15.25
U.S. No. 1-2:					
200-220	15.25-15.60	15.25-15.50	15.75-15.85	14.50-16.00	15.25-16.25
220-240	15.25-15.65	15.50-15.85	15.85-16.00	15.75-16.25	16.00-16.25
240-270	15.25-15.65	15.40-15.75	15.85-16.15	15.75-16.25	16.00-16.25
U.S. No. 2-3:					
200-220	15.00-15.25	15.25-15.50	15.75-15.85	15.25-15.50	15.50-15.75
220-240	14.75-15.25	15.25-15.50	15.75-15.85	15.25-15.50	15.50-15.75
240-270	14.50-15.00	15.15-15.40	15.25-15.75	15.00-15.50	15.25-15.75
270-300	14.25-14.75	14.75-15.25	15.00-15.25	14.75-15.25	15.00-15.25
U.S. No. 1-2-3:					
180-200	15.00-15.50	14.25-15.65	15.25-16.00	13.75-15.75	15.00-15.50
200-220	15.00-15.50	15.40-15.65	15.75-16.00	15.25-16.25	15.50-15.75
220-240	14.75-15.35	15.40-15.65	15.75-16.00	15.25-16.25	15.50-15.75
240-270	14.50-15.25	15.25-15.65	15.25-16.00	15.00-15.75	15.25-15.75

<b>SOWS:</b>					
U.S. No. 1-2-3:					
180-270	13.75-14.00	—	—	—	—
270-330	13.50-14.00	—	—	14.25-14.50	14.00-14.25
330-400	13.25-14.00	13.50-14.00	13.75-14.25	14.00-14.50	13.75-14.25
400-550	13.00-13.50	12.75-13.50	13.50-14.00	13.50-14.25	13.00-14.00

<b>SLAUGHTER CATTLE &amp; CALVES:</b>					
<b>STEERS:</b>					
Prime:					
900-1100	—	30.00-31.50	28.75-30.50	29.25-30.00	—
1100-1300	—	30.50-32.00	28.50-30.00	29.00-30.00	—
1300-1500	—	29.50-32.00	28.00-29.75	28.50-30.00	—
Choice:					
700-900	26.00-29.00	27.00-30.25	27.00-28.50	26.00-29.25	—
900-1100	26.50-29.00	27.25-30.25	27.00-28.50	26.50-29.25	26.50-29.50
1100-1300	27.00-29.00	27.25-30.00	26.50-28.50	26.25-29.25	26.50-29.50
1300-1500	26.00-28.50	27.00-30.00	26.00-28.25	25.75-29.00	26.25-29.00
Good:					
700-900	23.00-26.75	24.50-27.25	23.00-26.75	23.00-26.75	24.00-26.50
900-1100	23.75-27.00	24.00-27.25	22.50-26.75	22.75-26.75	24.00-26.50
1100-1300	23.75-27.00	23.75-27.00	22.50-26.75	22.00-26.50	23.75-26.50
Standard, all wts.	21.00-23.75	20.50-24.75	20.00-23.00	19.25-23.00	19.50-24.00
Utility, all wts.	18.50-21.00	19.00-20.50	18.50-20.00	18.00-19.50	17.00-19.50

<b>HEIFERS:</b>					
Prime:					
900-1100	—	28.50-29.00	—	27.75-28.50	—
Choice:					
700-900	25.25-27.75	26.25-28.50	26.00-27.50	26.00-27.75	25.50-27.50
900-1100	24.75-27.75	26.25-28.50	26.00-27.50	26.00-27.75	26.00-27.50
Good:					
600-800	23.00-25.25	23.50-26.50	21.50-26.00	22.25-26.00	23.50-25.50
800-1000	22.00-25.00	23.00-26.25	21.50-26.00	22.00-26.00	23.50-26.00
Standard, all wts.	18.50-23.00	20.00-23.00	18.50-21.50	18.50-22.25	18.50-23.50
Utility, all wts.	17.50-19.00	17.50-20.00	17.50-18.50	17.50-18.50	16.50-18.50

<b>COWS, All weights:</b>					
Commercial	17.50-19.00	16.50-18.50	17.25-18.50	17.00-18.00	17.00-17.50
Utility	17.00-18.00	16.00-18.00	16.50-17.50	16.00-17.25	16.00-17.00
Cutter	15.50-17.50	15.25-17.50	15.25-17.00	14.75-16.00	15.00-16.50
Canner	13.50-16.00	14.00-15.25	14.00-15.75	14.00-15.00	14.00-15.00

<b>BULLS (Yrlns., Excl.) All Weights:</b>					
Commercial	19.50-21.50	21.50-23.00	20.00-21.00	20.00-22.00	19.50-21.00
Utility	18.00-20.00	21.00-22.75	19.50-21.00	19.50-21.50	19.00-22.00
Cutter	16.50-18.50	19.25-21.00	18.00-19.50	18.00-19.50	19.00-21.50

<b>VEALERS, All Weights:</b>					
Ch. & pr.	30.00-37.00	34.00	—	28.00	33.00-36.00
Std. & gd.	21.00-31.00	23.00-32.00	—	19.00-26.00	19.00-33.00

<b>CALVES (500 lbs., down):</b>					
Choice	—	—	—	—	24.00-26.00
Std. & gd.	17.00-26.00	—	—	—	19.00-24.00

<b>SHEEP &amp; LAMBS:</b>					
<b>LAMBS (110 lbs., down):</b>					
Prime	23.00-23.50	22.50-23.00	22.50-23.25	22.50-23.00	22.25-23.00
Choice	21.25-23.25	22.00-22.75	21.50-22.50	21.50-22.50	21.50-22.50
Good	20.50-21.50	21.50-22.00	21.00-21.50	20.25-21.50	21.00-21.50
<b>LAMBS (105 lbs., down) (Shorn):</b>					
Prime	23.00	21.00-21.50	21.00-21.50	20.50-21.50	21.25
Choice	22.25-23.00	20.50-21.00	20.00-21.00	20.00-21.00	—
Good	—	20.00-20.50	—	19.50-20.50	—

<b>EWES:</b>					
Gd. & ch.	6.50-7.50	6.50-8.00	5.50-7.00	5.00-8.00	6.00-7.00
Cull & util.	5.00-6.75	6.00-6.75	3.50-6.00	4.50-5.50	4.00-6.00

## CORN BELT DIRECT TRADING

Des Moines, Mar. 9—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the U. S. Department of Agriculture:

BARROWS & GILTS: (Cwt.)			
U.S. No. 1, 200-220	\$15.50@16.00		
U.S. No. 1, 220-240	15.20@15.75		
U.S. No. 2, 200-220	15.25@15.75		
U.S. No. 2, 220-240	14.95@15.65		
U.S. No. 2, 240-270	14.50@15.35		
U.S. No. 3, 200-220	14.85@15.50		
U.S. No. 3, 220-240	14.55@15.35		
U.S. No. 3, 240-270	14.10@15.05		
U.S. No. 3, 270-300	13.65@14.60		
U.S. No. 2-3, 270-300	14.05@14.85		
U.S. No. 1-3, 180-200	14.25@14.65		
U.S. No. 1-3, 200-220	15.25@15.75		
U.S. No. 1-3, 220-240	14.95@15.65		
U.S. No. 1-3, 240-270	14.50@15.30		

SOWS:  
U.S. No. 1-3, 270-330 13.35@14.75  
U.S. No. 1-3, 330-400 12.85@14.25  
U.S. No. 1-3, 400-550 11.85@13.75

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last actual
Mar. 3	57,000	76,000	20,000
Mar. 4	38,000	63,000	15,000
Mar. 5	39,000	34,000	55,000
Mar. 7	79,000	81,000	100,000
Mar. 8	74,000	76,000	68,000
Mar. 9	45,000	63,000	75,000

## LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, choice & pr.	\$25.00@29.00
Steers, good	24.00@25.50
Heifers, gd. & ch.	24.00@26.50
Cows, util. & com'l.	16.50@18.25
Cows, can. & cut.	13.50@16.50
Bulls, util. & com'l.	17.50@20.50

VEALERS:  
Good & choice 26.00@30.00  
Calves, gd. & ch. 22.00@24.00

BARROWS & GILTS:

U.S. No. 3, 220/240	15.25@15.50
U.S. No. 3, 240/270	15.25@15.50
U.S. No. 3, 270/300	15.00@15.25
U.S. No. 1-2, 180/200	15.50@16.00
U.S. No. 1-2, 200/220	16.10@16.25
U.S. No. 1-2, 220/240	16.10@16.25
U.S. No. 2-3, 200/220	15.25@15.75
U.S. No. 2-3, 220/240	15.25@15.75
U.S. No. 2-3, 240/270	15.25@15.75
U.S. No. 2-3, 270/300	none qtd.
U.S. No. 1-3, 280/200	15.00@16.00
U.S. No. 1-3, 200/220	15.50@16.00
U.S. No. 1-3, 220/240	15.50@16.00
U.S. No. 1-3, 240/270	15.25@15.85

SOWS, U. S. No. 1-3:

270/330 lbs.	13.75@14.35
300/400 lbs.	13.75@14.00
400/550 lbs.	13.50@14.00

LAMBS:

Ch. & pr. (wooled)	22.00@22.50
Choice (shorn)	20.50

## LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, gd. & ch.	\$24.00@26.50
Steers, std. & gd.	20.50
Heifers, gd. & ch.	23.50@26.15
Cows, utility	16.00@17.25
Cows, can. & cut.	14.00@16.00
Bulls, utility	19.50@21.50

BARROWS & GILTS:

U.S. No. 1-2, 200/235	16.80@16.75
U.S. No. 1-3, 190/240	16.00@16.50
U.S. No. 2-3, 220/265	15.50@16.00

SOWS, U. S. No. 1-3:

350/500 lbs. No. 1-2	14.50
350/500 lbs.	13.00@14.25

LAMBS:

Ch. & pr. (wooled)	20.75@21.75
Choice (shorn)	20.50

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, choice	\$26.50@28.25
Steers, good	24.00@26.50
Heifers, gd. & ch.	24.00@27.50
Cows, util. & com'l.	16.00@18.25
Cows, can. & cut.	14.50@16.50
Bulls, util. & com'l.	18.50@21.00

VEALERS:

Choice & prime	none qtd.
Good & choice	33.00@37.00
Stand. & good	27.00@33.00

BARROWS & GILTS:

U.S. No. 1, 200/220	15.65@15.75
U.S. No. 3, 200/220	14.50@15.00
U.S. No. 3, 220/240	15.00@15.25
U.S. No. 3, 240/270	14.25@15.00
U.S. No. 3, 270/300	14.50@14.75
U.S. No. 1-2, 180/200	15.50@15.75
U.S. No. 1-2, 200/220	15.50@15.75
U.S. No. 1-2, 220/240	15.50@15.75
U.S. No. 2-3, 200/220	15.25@15.50
U.S. No. 2-3, 220/240	15.00@15.35
U.S. No. 2-3, 240/270	14.75@15.25
U.S. No. 2-3, 270/300	14.50@15.00
U.S. No. 1-3, 180/200	15.00@15.50
U.S. No. 1-3, 200/220	15.25@15.50
U.S. No. 1-3, 220/240	15.25@15.50
U.S. No. 1-3, 240/270	14.75@15.35

SOWS, U. S. No. 1-3:

270/330 lbs.	13.75@14.00
330/400 lbs.	13.50@14.00
400/550 lbs.	13.00@14.00

LAMBS:

Ch. & pr. (wooled)	22.00@23.00
Gd. & ch. (wooled)	20.00

## LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, choice	\$25.50@28.00
Steers, good	24.00@26.00
Steers, util. & std.	18.00@24.00
Heifers, choice	24.50@27.50
Heifers, good	23.00@24.75
Cows, util. & com'l.	15.75@18.25
Cows, can. & cut.	13.50@16.25
Bulls, util. & com'l.	20.00@21.00
Vealers, gd. & ch.	26.00@31.00

BARROWS & GILTS:

U.S. No. 1-2, 180/200	none qtd.
U.S. No. 1-2, 200/220	15.75@16.00
U.S. No. 1-2, 220/240	15.75@15.85
U.S. No. 2-3, 200/220	15.25@15.65
U.S. No. 2-3, 220/240	15.25@15.65
U.S. No. 2-3, 240/270	15.00@15.50
U.S. No. 2-3, 270/300	14.50@15.00
U.S. No. 1-3, 180/200	15.25@15.85
U.S. No. 1-3, 200/220	15.50@15.75
U.S. No. 1-3, 220/240	15.50@15.75
U.S. No. 1-3, 240/270	15.25@15.65

SOWS, U. S. No. 1-3:

270/330 lbs.	14.00@14.25
330/400 lbs.	13.75@14.25
400/550 lbs.	13.75@14.25

LAMBS:

Ch. & pr. (wooled)	20.75@23.00
Ch. & pr. (shorn)	19.50@22.00

## LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, gd. & ch.	\$24.00@28.00
Steers, std. & gd.	23.00@24.00
Heifers, gd. & ch.	23.50@25.50
Heifers, gd. & ch.	23.50@25.50
Cows, util. & com'l.	16.50@18.00
Cows, can. & cut.	13.50@15.50
Bulls, util. & com'l.	19.00@20.00

VEALERS:

Choice	36.00@37.00
Good & choice	33.00@36.00
Calves, std. & gd.	20.00@25.00

BARROWS & GILTS:

U.S. No. 1, 200/230	15.65@15.75
U.S. No. 1-2, 190/240	15.25@15.50
U.S. No. 1-3, 190/240	15.00@15.25
U.S. No. 2-3, 200/240	14.75@15.00

SOWS, U. S. No. 2-3:

400/600 lbs.	12.50@12.75
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LAMBS:

Ch. & pr. (wooled)	20.00@23.00
Util. & gd. (wooled)	18.50@19.00

## WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended March 5, 1960 (totals compared), as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep
Boston, New York city area <sup>1</sup>	12,155	9,699	49,674	42,034
Baltimore, Philadelphia	7,821	2,015	23,522	5,720
Cincy., Cleve., Detroit, Indpls.	17,657	3,737	133,361	15,244
Chicago area	16,466	6,010	36,033	3,124
St. Paul-Wis. areas <sup>2</sup>	29,147	22,449	129,225	15,644
St. Louis area <sup>3</sup>	10,727	1,492	81,920	4,062
Sioux City-So. Dak. area <sup>1</sup>	21,612	.....	90,788	14,812
Omaha area <sup>5</sup>	35,117	154	79,598	14,023
Kansas City	13,986	.....	37,485	.....
Iowa-So. Minnesota <sup>4</sup>	30,023	9,431	286,735	29,812
Louisville, Evansville, Nashville	.....	.....	.....	.....
Memphis	5,772	3,024	56,174	.....
Georgia-Florida-Alabama area <sup>1</sup>	6,707	2,702	32,803	.....
St. Joseph, Wichita, Okla. City	18,882	659	45,819	8,172
Ft. Worth, Dallas, San Antonio	7,286	2,793	18,571	8,369
Denver, Ogden, Salt Lake City	19,645	214	17,789	29,901
Los Angeles, San Fran. areas <sup>2</sup>	28,276	1,664	27,216	29,594
Portland, Seattle, Spokane	7,058	239	16,573	3,685
GRAND TOTALS	288,337	66,282	1,165,668	294,196
Totals same week 1959	263,078	68,963	1,178,442	241,480

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. <sup>5</sup>Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. <sup>6</sup>Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. <sup>7</sup>Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, and Thomasville, Ga., Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. <sup>8</sup>Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

## LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended Feb. 27 compared with same week in 1959, as reported to the Provisioner by the Canadian Department of Agriculture:

	GOOD STEERS	VEAL CALVES	HOGS*	LAMBS
	All wts.	Gd. & Ch.	Grade B <sup>1</sup>	Good
	1960	1959	1960	1959
Toronto	\$21.50	\$24.61	\$35.91	\$17.75
Montreal	22.65	25.65	32.05	20.40
Winnipeg	20.38	22.88	32.17	31.06
Calgary	19.60	21.90	19.75	26.40
Edmonton	19.10	21.90	28.00	26.00
Lethbridge	18.85	21.90	21.50	25.00
Pr. Albert	19.25	21.75	26.75	28.00
Moose Jaw	19.00	21.10	21.50	28.25
Saskatoon	18.50	21.75	28.50	29.00
Regina	18.50	22.25	30.00	30.00

\*Canadian government quality premium not included.

## SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga.; Dothan, Ala.; and Jacksonville, Fla., week ended March 5:

	Cattle and calves	Hogs
Week ended March 5	2,770	21,500
Week previous (six days)	3,325	19,803
Corresponding week last year	2,958	18,856

## CANADIAN KILL

Inspected slaughter of livestock in Canada, week ended Feb. 27, compared:

	Week ended Feb. 27	Same week 1959
CATTLE		
Western Canada	17,985	14,829
Eastern Canada	16,538	15,004
Totals	34,523	29,833

	HOGS
Western Canada	60,628
Eastern Canada	72,114
Totals	132,742

	ALL HOG CARCASSES
graded	142,359

	SHEEP
Western Canada	3,689
Eastern Canada	3,419
Totals	7,108

## PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Mar. 4:

	Cattle	Calves	Hogs	Sheep
Los Ang.	2,875	200	450	100
N. P'land	1,600	225	2,325	775
Stockton	1,200	150	850	300

## LIVESTOCK RECEIPTS

Receipts at 12 markets for the week ended Friday, Mar. 4, with comparisons:

	Cattle	Hogs	Sheep
Week to date	196,300	306,000	87,100
Previous week	185,800	315,500	84,500
Same wk. 1959	202,900	335,100	103,900

## NEW YORK RECEIPTS

Receipts of livestock at Jersey City and 41st st., New York market for the week ended March 5:

	Cattle	Calves	Hogs*
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# LIVESTOCK MARKETS... Weekly Review

## Early Lamb Crop, Feed Conditions Making Slow Progress In California, USDA Survey Indicates

The new lamb crop is making generally slow progress in California, the U. S. Department of Agriculture has reported. Weather has been unfavorable to growth of both pasture and the lambs themselves.

Initial scouting tours have indicated that the greater share of spring lambs from Los Banos southward are still well short of slaughter finish, even though some of the earliest dropped weigh around 90-95 lbs.

In the Sacramento Valley, feed conditions are fair with many lambs weighing 65-75 lbs. While early reports of bids and asking prices have been indicated, no transactions have been confirmed to date.

## Calif. Cattle Feeders Opposed To Proposed USDA Prompt Payment Regulation On Livestock Sold

The board of directors of the California Cattle Feeders Association, at its first meeting of the year at Los Angeles, approved a resolution opposing a proposed regulation by the packers and stockyards branch of the U. S. Department of Agriculture, which would require "prompt payment" for all livestock bought.

The directors pointed out in the resolution that they were against any further government interference in the cattle business. The board is also continuing to investigate the possibility of obtaining reliable information on packer credit ratings, etc.

## Meat Inspectors Told To Reserve Doubt For Selves

Federal meat inspectors and slaughterers have been instructed by U. S. Department of Agriculture that "when at the time of antemortem inspection the inspector has reason to believe a period of time less than 48 hours has elapsed since an animal has been withdrawn from feed containing diethylstilbestrol, such animal shall not be passed for slaughter until termination of such 48-hour period."

## U. S. CATTLE AND CALF IMPORTS

Number of cattle and calves from Canada and Mexico passed for entry into the United States—calendar years 1958 and 1959 was reported by the USDA as follows:

Month	Canada		Mexico	
	1959	1958	1959	1958
January	21,878	58,331	65,349	54,810
February	14,011	35,534	57,023	52,018
March	21,090	59,800	39,769	39,712
April	40,667	28,123	15,739	59,708
May	40,223	20,848	58,821	53,171
June	42,579	30,018	19,554	22,694
July	29,709	46,920	8,741	14,699
August	17,387	38,906	15,107	10,384
September	13,887	84,576	4,110	16,149
October	39,509	133,475	7,723	26,754
November	38,770	95,525	26,290	58,377
December	23,189	32,920	32,345	69,871
Year	342,899	662,978	352,571	478,347

Note: During calendar 1959—28,684 sheep and 9,712 hogs were received from Canada as against 41,400 sheep and 7,805 hogs in 1958.

## LIVESTOCK RECEIPTS AT 58 MARKETS

A summary of receipts of livestock at 58 public markets, Jan. 1960 and 1959, as reported by the USDA:

	CATTLE			CALVES		
	Salable receipts	Total receipts	Local slaughter	Salable receipts	Total receipts	Local slaughter
Jan. 1960	1,317,783	1,499,356	747,876	191,180	231,516	87,538
Jan. 1959	1,302,136	1,497,807	752,182	204,477	257,268	105,567
5-yr. av. (Jan. 1955-59)	1,510,525	1,759,606	999,428	272,426	347,032	187,554
	SHEEP AND LAMBS			SHEEP AND LAMBS		
	Salable receipts	Total receipts	Local slaughter	Salable receipts	Total receipts	Local slaughter
Jan. 1960	2,299,251	3,167,023	2,146,250	605,043	1,031,410	558,854
Jan. 1959	2,235,443	2,993,475	2,041,822	698,619	1,127,586	604,881
5-yr. av. (Jan. 1955-59)	2,289,894	3,197,075	2,259,207	668,152	1,164,495	612,588

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Mar. 8 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.Y. Yds.	Chicago	Sioux City	Omaha	St. Paul
<b>HOGS:</b>					
<b>BARROWS &amp; GILTS:</b>					
U.S. No. 1:					
180-200	14.50-15.85				15.25-16.50
200-220	15.65-15.85			16.00-16.25	16.25-16.50
220-240	15.50-15.85			16.00-16.25	16.25-16.50
U.S. No. 2:					
180-200	14.50-15.75	15.25-16.00			
200-220	15.50-15.75	15.75-16.00			16.00-16.25
220-240	15.40-15.75	15.75-16.00			16.00-16.25
240-270	15.25-15.65	15.50-16.00			
U.S. No. 3:					
200-220	15.00-15.25	15.15-15.35			15.25-15.50
220-240	14.75-15.25	15.15-15.25	15.65-15.75		15.25-15.50
240-270	14.50-15.00	15.00-15.25	15.00-15.50		15.25-15.50
270-300	14.25-14.50	14.65-15.15	14.75-15.00		15.00-15.25
U.S. No. 1-2:					
180-200	15.25-15.60	14.50-15.85	15.25-16.00	14.50-16.00	15.25-16.25
200-220	15.25-15.65	15.50-15.85	15.85-16.00	15.75-16.25	16.00-16.25
220-240	15.25-15.65	15.40-15.75	15.85-16.15	15.75-16.25	16.00-16.25
U.S. No. 2-3:					
200-220	15.00-15.25	15.25-15.50	15.75-15.85	15.25-15.50	15.50-15.75
220-240	14.75-15.25	15.25-15.50	15.75-15.85	15.25-15.50	15.50-15.75
240-270	14.50-15.00	15.15-15.40	15.25-15.75	15.00-15.50	15.25-15.75
270-300	14.25-14.75	14.75-15.25	15.00-15.25	14.75-15.25	15.00-15.25
U.S. No. 1-2-3:					
180-200	15.00-15.50	14.25-15.65	15.25-16.00	13.75-15.75	15.00-15.50
200-220	15.00-15.50	14.50-15.65	15.75-16.00	15.25-16.25	15.50-15.75
220-240	14.75-15.35	15.40-15.65	15.75-16.00	15.25-16.25	15.50-15.75
240-270	14.50-15.25	15.25-15.65	15.25-16.00	15.00-15.75	15.25-15.75
<b>SOWS:</b>					
U.S. No. 1-2-3:					
180-270	13.75-14.00				
270-330	13.50-14.00			14.25-14.50	14.00-14.25
330-400	13.25-14.00	13.50-14.00	13.75-14.25	14.00-14.50	13.75-14.25
400-550	13.00-13.50	12.75-13.50	13.50-14.00	13.50-14.25	13.00-14.00
<b>SLAUGHTER CATTLE &amp; CALVES:</b>					
<b>STEERS:</b>					
Prime:					
900-1100		30.00-31.50	28.75-30.50	29.25-30.00	
1100-1300		30.50-32.00	28.50-30.50	29.00-30.00	
1300-1500		29.50-32.00	28.00-29.75	28.50-30.00	
Choice:					
700-900	26.00-29.00	27.00-30.25	27.00-28.50	26.00-29.25	
900-1100	26.50-29.00	27.25-30.25	27.00-28.50	26.50-29.25	26.50-29.50
1100-1300	27.00-29.00	27.25-30.50	26.50-28.50	26.25-29.25	26.50-29.50
1300-1500	26.00-28.50	27.00-30.00	26.00-28.25	25.75-29.00	26.25-29.00
Good:					
700-900	23.00-26.75	24.50-27.25	23.00-26.75	23.00-26.75	24.00-26.50
900-1100	23.75-27.00	24.00-27.25	22.50-26.75	22.75-26.75	24.00-26.50
1100-1300	23.75-27.00	23.75-27.00	22.50-26.75	22.00-26.50	23.75-26.50
Standard,					
all wts.	21.00-23.75	20.50-24.75	20.00-23.00	19.25-23.00	19.50-24.00
Utility,					
all wts.	18.50-21.00	19.00-20.50	18.50-20.00	18.00-19.50	17.00-19.50
<b>HEIFERS:</b>					
Prime:					
900-1100		28.50-29.00		27.75-28.50	
Choice:					
700-900	25.25-27.75	26.25-28.50	26.00-27.50	26.00-27.75	25.50-27.50
900-1100	24.75-27.75	26.25-28.50	26.00-27.50	26.00-27.75	26.00-27.50
Good:					
600-800	23.00-25.25	23.50-26.50	21.50-26.50	22.25-26.00	23.50-25.50
800-1000	22.00-25.00	23.00-26.25	21.50-26.00	22.00-26.00	23.50-26.00
Standard,					
all wts.	18.50-23.00	20.00-23.00	18.50-21.50	18.50-22.25	18.50-23.50
Utility,					
all wts.	17.50-19.00	17.50-20.00	17.50-18.50	17.50-18.50	16.50-18.50
<b>COWS, All weights:</b>					
Commercial	17.50-19.00	16.50-18.50	17.25-18.50	17.00-18.00	17.00-17.50
Utility	17.00-18.00	16.00-18.00	16.50-17.50	16.00-17.25	16.00-17.00
Canner	15.50-17.50	15.25-17.50	15.25-17.00	14.75-16.00	15.00-16.50
Good	13.50-16.00	14.00-15.25	14.00-15.75	14.00-15.00	14.00-15.00
<b>BULLS (Yrks., Excl.) All Weights:</b>					
Commercial	19.50-21.50	21.50-23.00	20.00-21.00	20.00-22.00	19.50-21.00
Utility	18.00-20.00	21.00-22.75	19.50-21.00	19.50-21.50	19.00-22.00
Canner	16.50-18.50	19.25-21.00	18.00-19.50	18.00-19.50	19.00-21.50
<b>VEALERS, All Weights:</b>					
Ch. & pr.	30.00-37.00	34.00		28.00	33.00-36.00
Std. & gd.	21.00-31.00	23.00-32.00		19.00-26.00	19.00-33.00
Choice	25.00-28.00				24.00-26.00
Std. & gd.	17.00-26.00				19.00-24.00
<b>SHEEP &amp; LAMBS:</b>					
<b>LAMBS (110 lbs., down):</b>					
Prime	23.00-23.50	22.50-23.00	22.50-23.25	22.50-23.00	22.25-23.00
Choice	21.25-23.25	22.00-22.75	21.50-22.50	21.50-22.50	21.50-22.50
Good	20.50-21.50	21.50-22.00	21.00-21.50	20.25-21.50	21.00-21.50
<b>LAMBS (105 lbs., down) (Shorn):</b>					
Prime	23.00	21.00-21.50	21.00-21.50	20.50-21.50	21.25
Choice	22.25-23.00	20.50-21.00	20.00-21.00	20.00-21.00	
Good		20.00-20.50		19.50-20.50	
<b>EWES:</b>					
Gd. & ch.	6.50-7.50	6.50-8.00	5.50-7.00	5.00-8.00	6.00-7.00
Cull & util.	5.00-6.75	6.00-6.75	5.00-6.00	4.50-5.00	4.00-6.00

## CORN BELT DIRECT TRADING

Des Moines, Mar. 9—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the U. S. Department of Agriculture:

BARROWS & GILTS: (Cwt.)			
U.S. No. 1, 200-220	\$15.50	16.00	
U.S. No. 1, 220-240	15.20	15.75	
U.S. No. 2, 200-220	15.25	15.75	
U.S. No. 2, 220-240	14.95	15.65	
U.S. No. 2, 240-270	14.50	15.35	
U.S. No. 3, 200-220	14.85	15.50	
U.S. No. 3, 220-240	14.55	15.35	
U.S. No. 3, 240-270	14.10	15.05	
U.S. No. 3, 270-300	13.65	14.60	
U.S. No. 2-3, 270-300	14.05	14.85	
U.S. No. 1-3, 180-200	14.25	14.65	
U.S. No. 1-3, 200-220	15.25	15.75	
U.S. No. 1-3, 220-240	14.95	15.65	
U.S. No. 1-3, 240-270	14.50	15.30	

SOWS: U.S. No. 1-3, 270-330 13.35@14.75  
U.S. No. 1-3, 330-400 11.85@14.25  
U.S. No. 1-3, 400-550 11.85@13.75

Corn Belt hog receipts, as reported by the USDA:			
	This week	Last week	Last year
Mar. 3	57,000	76,000	20,000
Mar. 4	38,000	63,000	15,000
Mar. 5	39,000	84,000	55,000
Mar. 7	79,000	31,000	100,000
Mar. 8	74,000	76,000	68,000
Mar. 9	45,000	63,000	75,000

## LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, choice & pr.	\$25.00@29.00
Steers, good	24.00@25.50
Heifers, gd. & ch.	24.00@26.50
Cows, util. & com'l.	16.50@18.25
Cows, can. & cut.	13.50@16.50
Bulls, util. & com'l.	17.50@20.50

VEALERS: Cwt.	
Choice & choice	26.00@30.00
Calves, gd. & ch.	22.00@24.00

## BARROWS & GILTS:

U.S. No. 3, 220/240	15.25@15.50
U.S. No. 3, 240/270	15.25@15.50
U.S. No. 3, 270/300	15.00@15.25
U.S. No. 1-2, 180/200	15.50@16.00
U.S. No. 1-2, 200/220	16.10@16.25
U.S. No. 1-2, 220/240	16.10@16.25
U.S. No. 2-3, 200/220	15.25@15.75
U.S. No. 2-3, 220/240	15.25@15.75
U.S. No. 2-3, 240/270	15.25@15.75
U.S. No. 2-3, 270/300	none qtd.

U.S. No. 1-3, 280/200	15.00@16.00
U.S. No. 1-3, 200/220	15.50@16.00
U.S. No. 1-3, 220/240	15.50@16.00
U.S. No. 1-3, 240/270	15.25@15.85

## SOWS, U. S. No. 1-3:

270/330 lbs.	13.75@14.35
330/400 lbs.	13.75@14.00
400/550 lbs.	13.50@14.00

LAMBS:	
Ch. & pr. (wooled)	22.00@22.50
Choice (shorn)	20.50

## LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, gd. & ch.	\$24.00@26.50
Steers, std. & gd.	20.50
Heifers, gd. & ch.	23.50@26.15
Cows, utility	16.00@17.25
Cows, can. & cut.	14.00@16.00
Bulls, utility	15.00@21.50

## BARROWS & GILTS:

U.S. No. 1-2, 200/235	16.60@16.75
U.S. No. 1-3, 190/240	16.00@16.50
U.S. No. 2-3, 220/265	15.50@16.00
SOWS, U. S. No. 1-3:	
350/500 lbs. No. 1-2	14.50
350/500 lbs.	13.00@14.25

## LAMBS:

Ch. & pr. (wooled)	20.75@21.75
Choice (shorn)	20.50

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, choice	\$26.50@28.25
Steers, good	24.00@26.50
Heifers, gd. & ch.	24.00@27.50
Cows, util. & com'l.	16.00@18.25
Cows, can. & cut.	14.50@16.50
Bulls, util. & com'l.	18.50@21.00

## VEALERS:

Choice & prime	none qtd.
Good & choice	33.00@37.00
Stand. & good	27.00@33.00

## BARROWS & GILTS:

U.S. No. 1, 200/220	15.65@15.75
U.S. No. 3, 200/220	none qtd.
U.S. No. 3, 220/240	15.00@15.25
U.S. No. 3, 240/270	14.25@15.00
U.S. No. 3, 270/300	14.50@14.75
U.S. No. 1-2, 180/200	15.50@15.75
U.S. No. 1-2, 200/220	15.50@15.75
U.S. No. 1-2, 220/240	15.50@15.75
U.S. No. 2-3, 200/220	14.75@15.25
U.S. No. 2-3, 220/240	15.00@15.35
U.S. No. 2-3, 240/270	14.75@15.25
U.S. No. 2-3, 270/300	14.50@15.00
U.S. No. 1-3, 180/200	15.00@15.50
U.S. No. 1-3, 200/220	15.25@15.50
U.S. No. 1-3, 220/240	15.25@15.50
U.S. No. 1-3, 240/270	14.75@15.35

## SOWS, U. S. No. 1-3:

270/330 lbs.	13.75@14.00
330/400 lbs.	13.50@14.00
400/550 lbs.	13.00@14.00

## LAMBS:

Ch. & pr. (wooled)	22.00@23.00
Gd. & ch. (wooled)	20.00

## LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, choice	\$25.50@28.00
Steers, good	24.00@26.00
Steers, util. & std.	18.00@24.00
Heifers, choice	24.50@27.50
Heifers, good	23.00@24.75
Cows, util. & com'l.	15.75@18.25
Cows, can. & cut.	13.50@16.25
Bulls, util. & com'l.	20.00@21.00
Vealers, gd. & ch.	26.00@31.00

## BARROWS & GILTS:

U.S. No. 1-2, 180/200	none qtd.
U.S. No. 1-2, 200/220	15.75@16.00
U.S. No. 1-2, 220/240	15.75@15.85
U.S. No. 2-3, 200/220	15.25@15.65
U.S. No. 2-3, 220/240	15.25@15.65
U.S. No. 2-3, 240/270	15.00@15.50
U.S. No. 2-3, 270/300	14.50@15.00
U.S. No. 1-3, 180/200	15.25@15.85
U.S. No. 1-3, 200/220	15.50@15.75
U.S. No. 1-3, 220/240	15.50@15.75
U.S. No. 1-3, 240/270	15.25@15.65

## SOWS, U. S. No. 1-3:

270/330 lbs.	14.00@14.25
330/400 lbs.	13.75@14.25
400/550 lbs.	13.75@14.25

## LAMBS:

Ch. & pr. (wooled)	20.75@23.00
Ch. & pr. (shorn)	19.50@22.00

## LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, Mar. 8 were as follows:

CATTLE: Cwt.	
Steers, gd. & ch.	\$24.00@28.00
Steers, std. & gd.	23.00@24.00
Heifers, gd. & pr.	none qtd.
Heifers, gd. & ch.	23.50@25.50
Cows, util. & com'l.	16.50@18.00
Cows, can. & cut.	13.50@15.50
Bulls, util. & com'l.	19.00@20.00

## VEALERS:

Choice	36.00@37.00
Good & choice	33.00@36.00
Calves, std. & gd.	20.00@25.00

## BARROWS & GILTS:

U.S. No. 1, 200/230	15.65@15.75
U.S. No. 1-2, 190/240	15.25@15.50
U.S. No. 1-3, 190/240	15.00@15.25
U.S. No. 2-3, 200/240	14.75@15.00

## SOWS, U. S. No. 1-3:

400/600 lbs.	12.50@12.75
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## LAMBS:

Ch. & pr. (wooled)	20.00@23.00
Util. & gd. (wooled)	18.50@19.00

## WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended March 5, 1960 (totals compared), as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep
Boston, New York city area <sup>1</sup>	12,155	9,699	49,674	42,034
Baltimore, Philadelphia	7,821	2,015	23,522	5,720
Cincy., Cleve., Detroit, Indpls.	17,657	3,737	133,361	15,244
Chicago area	16,466	6,010	36,033	3,124
St. Paul-Wis. areas <sup>2</sup>	29,147	22,449	129,225	15,644
St. Louis area <sup>3</sup>	10,727	1,492	81,920	4,062
Sioux City-So. Dak. area <sup>4</sup>	21,612		90,788	14,812
Omaha area <sup>5</sup>	35,117	134	79,958	14,023
Kansas City	13,986		37,485	
Iowa-So. Minnesota <sup>6</sup>	30,023	9,431	286,755	29,812
Louisville, Evansville, Nashville				
Memphis	5,772	3,024	58,174	
Georgia-Florida-Alabama area <sup>7</sup>	6,707	2,702	32,803	
St. Joseph, Wichita, Okla. City	18,882	659	45,819	8,172
Ft. Worth, Dallas, San Antonio	7,286	2,793	18,571	8,369
Denver, Ogden, Salt Lake City	19,645	214	17,789	29,901
Los Angeles, San Fran. areas <sup>8</sup>	28,276	1,664	27,216	29,594
Portland, Seattle, Spokane	7,058	239	16,575	3,685
GRAND TOTALS	288,337	66,282	1,165,668	224,196
Same week 1959	263,078	68,983	1,178,442	241,480

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. <sup>5</sup>Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. <sup>6</sup>Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. <sup>7</sup>Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, and Thomasville, Ga., Barlow, Hialeah, Jacksonville, Ocala and Quincy, Fla. <sup>8</sup>Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

## LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended Feb. 27 compared with same week in 1959, as reported to the Provisioner by the Canadian Department of Agriculture:

	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	1960	1959	1960	1959	1960	1959	1960	1959
Toronto	\$21.50	\$24.61	\$36.00	\$35.91	\$19.75	\$24.00	\$23.25	\$20.00
Montreal	22.65	25.65	32.05	32.05	20.40	24.05		
Winnipeg	20.38	22.88	32.17	31.06	17.50	21.56	18.60	16.64
Calgary	19.60	21.90	19.75	26.40	18.14	20.60	17.85	17.60
Edmonton	19.10	21.90	28.00	29.00	16.25	20.70	17.50	18.00
Lethbridge	18.85	21.90	21.50	25.00	15.80	20.45	17.90	18.00
Pr. Albert	19.25	21.75	26.75	28.00	15.50	20.50	15.60	16.25
Moose Jaw	19.00	21.10	21.50	28.25	15.25	20.50		16.00
Sa'katoon	19.50	21.75	28.50	29.00	16.40	20.50	16.35	18.00
Regina	18.50	22.25	28.75	30.00	16.10	20.50	17.75	

\*Canadian government quality premium not included.

## SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga.; Dothan, Ala.; and Jacksonville, Fla., week ended March 5:

	Cattle and calves	Hogs
Week ended March 5	2,770	21,500
Week previous (six days)	3,325	19,803
Corresponding week last year	2,958	18,856

## CANADIAN KILL

Inspected slaughter of livestock in Canada, week ended Feb. 27, compared:

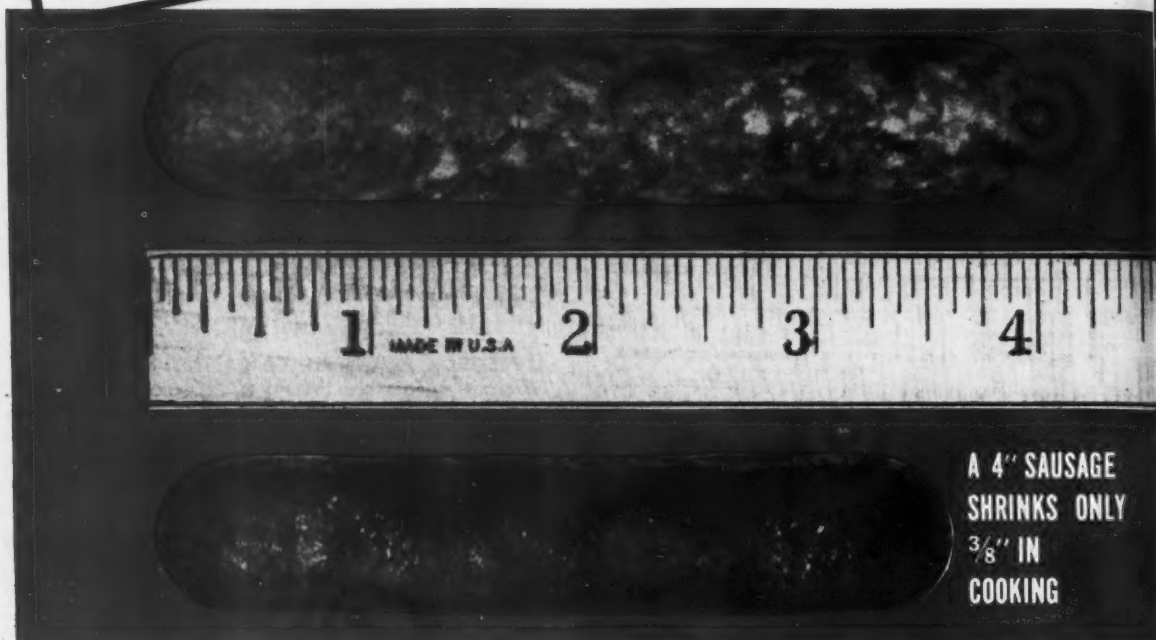
	Week ended Feb. 27	Same week 1959
CATTLE		
Western Canada	17,985	14,829
Eastern Canada	16,538	15,004
Totals .....	34,523	29,833

HOGS			
Western	Canada	60,628	84,722
Eastern	Canada	72,114	80,995
Totals	.....	132,742	165,717
All hog carcasses			
graded	.....	142,359	176,370
SHEEP			
Western	Canada	3,689	3,653
Eastern	Canada	3,419	3,082
Totals	.....	7,108	6,735

## PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Mar. 4:

**MINIMUM FRY-OFF!  
LESS SHRIVELING!**



**A 4" SAUSAGE  
SHRINKS ONLY  
3/8" IN  
COOKING**

## *with* **HEAT AND EAT SKINLESS PRE-COOKED PORK SAUSAGE**


Every housewife, institution cook, restaurant chef, who's ever watched a pan fill with grease while sausages shriveled—will welcome the all-new PRE-COOKED *Heat and Eat* Pork Sausages made with VISKING PRECISION NOJAX Casings.

There's a minimum of fry-off and shrinkage. No bursting. You don't have to invest a penny in new equipment to get your share of this profitable, new PRE-COOKED sausage business. You use picnics which are in plentiful supply. And you actually cut production costs.

**HERE'S HOW**—Ask your VISKING Representative how you can get in on this Premium-Price sausage business. He'll show you how you can get smooth, attractive appearing pork sausages every time . . . assure buyers they can serve all they purchase with a minimum of shrinkage . . . build a fine reputation for your product with PRECISION NOJAX Casings.

Your VISKING Technician can demonstrate this money-making sausage with actual tests on your present equipment, right in your own plant. Ask him to show you.

### **VISKING COMPANY**

DIVISION OF  CORPORATION

6733 West 65th Street, Chicago 38, Illinois

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# The Meat Trail...

## Cooney Is Elected Chairman, Haynie President of Wilson

The board of directors of Wilson & Co., Inc., Chicago, has elected JAMES D. COONEY as chairman and chief executive officer and ROSCOE G. HAYNIE as president and chief administrative officer.

Cooney joined Wilson as chief counsel in 1926 after serving as a



R. HAYNIE



J. COONEY

judge and state prosecuting attorney in Iowa. He was elected vice president in 1930 and president in 1933.

Haynie began his industry career in 1932 in the Dold Packing Co. Omaha plant, which was acquired by Wilson in 1938. Continuing with Wilson, Haynie was placed in charge of the company's beef business in 1943 and was elected vice president in 1946. In 1955, the pork, beef, lamb and veal, meat specialties and plant operations departments were consolidated into the meats division under Haynie's direction.

Vice president E. A. TROWBRIDGE has been appointed to succeed Haynie as head of the company's fresh



E. TROWBRIDGE



H. DROEGE

meats group. With Wilson since 1933, Trowbridge was manager of the Omaha plant from 1951 until January of this year when he was named a vice president.

Two other appointments also have been announced by Wilson. HOWARD P. DROEGE was named budget director, and WAYNE F. BUSWELL was appointed manager of the property expenditures budgeting department under Droege's direction. Droege joined Wilson in 1933 and has been handling special assignments in the headquarters controller's division

since 1957. Buswell, with Wilson since 1950, succeeds G. W. REILLY as property expenditures budget director. Reilly retired March 1 after 33 years with the company.

## Guerra Elected President Of Pacific Coast Jobbers

VINCE GUERRA of Tesio Meat Co., Inc., Oakland, Cal., has been elected president of the Pacific Coast Meat Jobbers Association. ROBERT MCGLASHAN of Davidson Meat Co., San Francisco, was named vice president, and JAMES GAFFNEY of Gaffney & Co., San Francisco, was chosen as treasurer. EDWARD J. DOLLARD continues as executive secretary.

Directors, in addition to Guerra, McGlashan and Gaffney, are: GEORGE J. SHENSON, H. Shenson Co., San Francisco; MATT KOVICH, Denver Meat Co., San Jose; ERNIE GABLIATI, Gallo Salame, Inc., San Francisco; HERMAN SCHWARZ, Schwarz's Manufacturing Co., Inc., San Francisco; EMIL TRATCABEL, Sparks Meat Co., Sparks, Nev., and JOHN CLAUSS, JR., Clauss & Kraus, Inc., Sacramento.

## Swift to Close Plant in Lake Charles, La., April 2

Swift & Company will close its meat packing plant at Lake Charles, La., effective April 2, L. R. SMITH, plant manager, announced. He said heavy losses in recent years are responsible for the shutdown, which will affect about 100 employees. The plant was established by the packing company in 1937.

"We regret that it has become necessary to make this decision," Smith explained, "but circumstances leave us no alternative. We have had heavy losses at this plant in recent years, due to scarcity of livestock in the area available for processing, high cost of livestock and the fact that our labor costs are out of line with local and area meat packers."

Swift pays higher wage rates than local competitors and also provides numerous fringe benefits not common among local employees, Smith said. The reduction in livestock available to the plant is due in part to increased demand for slaughter

cattle and calves by feeders who are shipping them out of the area to Corn Belt locations for fattening, he added.

Swift plans to dispose of the property after the shutdown.

## PLANTS

The Rath Packing Co., Waterloo, Ia., has completed arrangements to buy a 126-acre tract of land north of Columbus Junction, Ia., and is considering the construction of a small hog slaughtering facility there, president JOE GIBSON announced. He emphasized that plans regarding the site are in the developmental stage only. Columbus Junction is situated about 130 miles southeast of Waterloo.

Oscar Mayer & Co. has opened a sales and distribution center at 318

Cadiz st., Dallas, Tex., to improve its service to customers in the expanding market areas of metropolitan Dallas and Ft. Worth, WILLIAM T. MURRAY, Madison, Wis., vice president of marketing, announced.



W. RAPCHAK

WILLIAM RAPCHAK, formerly assistant sales manager at the firm's Chicago plant, is manager of the new Dallas facility. Rapchak joined Oscar Mayer & Co. in 1950 as a student salesman in Chicago, became district manager in 1955 and was promoted to assistant sales manager last year.

Plans for the new \$250,000 meat processing plant to be constructed for G. U. Freda Sausage Co. at the new Philadelphia Food Distribution Center have been approved by the U. S. Department of Agriculture, and construction is expected to begin in June. Fruchtbach and Maitin, Philadelphia, is the architectural and engineering firm. The Freda concern will vacate its two present plants when the new facility is completed and consolidate all the operations at the new plant. The 14,000-sq.-ft. building will be constructed in two stages. The first stage will include the entire external shell, with some of the rooms unfinished and unused. All departments will be provided for at the outset. The adjacent vacant areas will be used for expansion when the company proceeds with the second stage. The



L. R. SMITH

Freda plant will be the first meat facility in the Food Distribution Center. Several private buildings and two group buildings, one exclusively for fish and the other for poultry, are in operation. A proposed meat group building still is in the promotional stage. The group buildings are similar to those at the Boston Meat Center.

Loss from a fire at Brown-Edwards Packing Co. near Alexandria, La., was estimated at more than \$100,000.

An Illinois charter of incorporation has been issued to Eckert's, Inc., operator of a meat processing plant and supermarket near Belleville, Ill. VERNON M., CORNELL H. and CURT E. ECKERT are the incorporators of the midwestern enterprise.

## JOBS

O. D. STEPHENS has been named manager of the Armour and Company branch in New Orleans. He succeeds M. E. LINVILLE, JR., who was transferred to Fort Worth, Tex., as general sales manager. Stephens, with Armour 21 years, previously was branch manager at Monroe, La.

JOHN HUTT, midwest area sales manager for Patrick Cudahy Inc.,

Cudahy, Wis., has announced the promotion of FRANK DITTMER, sales representative in Sheboygan, to sales supervisor of the south and southwestern Wisconsin area.

WILLIAM KIBLER has been named chief industrial engineer for Stark, Wetzel & Co., Inc., Indianapolis, executive vice president GENE TURNER announced. He will be in charge of all methods, standards and layout work for the various company plants. Before joining



W. KIBLER

Stark, Wetzel, Kibler served for eight years as an industrial engineer for a meat packing consulting firm. He was graduated from Purdue University in 1950 with a degree in mechanical engineering and production management.

DON E. ROETTGER, formerly account executive with John W. Shaw



D. ROETTGER

Advertising Agency in Chicago, has been appointed advertising and sales promotion manager for meat and grocery products of Wilson & Co., Inc., Chicago. He will be assistant to HARRY D. BARGER, manager of advertising for Wilson. Roettger has had several years of marketing experience with manufacturers and ad agencies.

## DEATHS

GEORGE H. DECKER, 82, chairman of the board of directors of The Val. Decker Packing Co., Piqua, O., died unexpectedly in a Piqua hospital, which he entered after suffering a hip fracture last month. He had been associated since the age of 13 in the family business founded by his father, VAL. Survivors include a daughter, MRS. JAMES S. RICE; a sister, 10 grandchildren and 21 great-grandchildren.

OSWALD B. NEESVIG, 75, founder of Neesvig's Madison Packing Co., Madison, Wis., died after a brief illness. He retired in 1952.

SOLOMON RAFAL, 69, former operator of Rafal Packing Co. in Norfolk, Va., died recently.

WILLIAM A. SCOTT, 58, assistant sales manager of the Swift & Com-

pany plant in Columbus, O., died of a heart attack in Hickory, N. C., while returning with his wife, ETHEL, from a vacation in Florida.

BILLY HOUSTON DUFFY, 31, of Bowling Green, Ky., a partner in a sausage firm, was killed in an auto-truck crash near Munfordville, Ky.

## TRAILMARKS

CLARENCE L. MILLER, Assistant Secretary of Agriculture, and C. W.



C. MC MILLAN

(BILL) McMILLAN, executive secretary, American National Cattlemen's Association, Denver, will be two of the key speakers at the National Hide Association's 16th spring convention at the

Broadmoor Hotel, Colorado Springs, Colo., on Saturday and Sunday, April 29-30, the NHA has announced. Both Miller and McMillan are scheduled to speak on Saturday. Miller will address the annual banquet.

The American Meat Institute has appointed K. E. Shepard Advertising, 360 N. Michigan ave., Chicago, as its advertising agency, effective in April, HOMER R. DAVISON, AMI president, announced. The Institute's current program is directed toward physicians and health workers.

"Peters' Gold Strike," a red angus female owned by NORMAN PETERS, took top honors at the recent Fort Worth stock show. Peters is owner of Peters Packing Co., Springfield, Ill. The animal was the first of its kind to be exhibited at the show.

"Devotion to work, coupled with a keen business mind, has enabled JASPER TRAMONTE to build a \$5,000,000 business from a \$5 bill since he came to this country as a boy of 14 from his native Sicily," said the Galveston News in a recent article on High Grade Packing Co. Inc., of that city. Tramonte is president, general manager and principal stockholder of the firm, which employs 110 persons. Now 73, he still works 10 to 12 hours a day, beginning at 6:30 a.m. As a youth, Tramonte offered to buy out his father's end of their joint grocery store business during a father-son spat, the article relates. He offered \$5 as a down payment and his father accepted on the condition that he pay \$125 a month on the deal. Young Tramonte cleared \$500 the first month and was on his way to a

# HURRY...

## ONLY 16 WEEKS REMAIN

Before Humane Slaughtering  
Act Becomes Effective On  
July 1, 1960!

Inquire about the

*Presco*  
LEKTRO-STUN

It will enable you

- to slaughter up to 650 hogs an hour humanely and economically.
- to keep plant modification costs at a minimum.

For full information write to:

## PRESERVALINE

### MANUFACTURING COMPANY

FLEMINGTON, N. J.

Exclusive Manufacturers of the  
PRESKO LEKTRO-STUN



## Store with CITY PRODUCTS

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CLEVELAND, OHIO FEDERAL COLD STORAGE  
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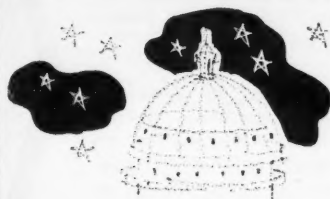
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GENERAL OFFICES  
CITY PRODUCTS CORPORATION  
33 S. Clark St., Chicago 3, Ill.



## NATIONAL ECONOMY and PROSPERITY

Just three of more than 3,500  
trade names listed, with the  
manufacturer and address, in the  
"YELLOW PAGES" of the  
meat industry.

### The PURCHASING GUIDE FOR THE MEAT INDUSTRY

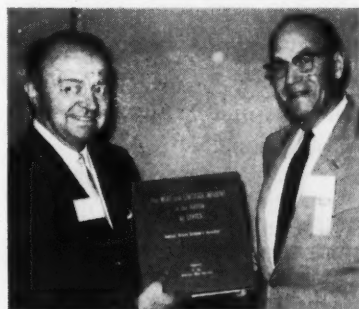
A NATIONAL PROVISIONER  
PUBLICATION

successful business career. The  
packing company was organized in  
1919 as the outgrowth of a chain of  
meat markets. The present abattoir  
at Broadway and 65th st., opened  
in 1949, slaughters 50,000 head of  
cattle, hogs and sheep annually. The  
processing plant at 109 Kempner was  
purchased in 1954. A separate cor-  
poration, Gulf Rendering Co., han-  
dles the by-products. Tramonte's  
son, JOSEPH J., is vice president and  
superintendent of the abattoir. An-  
other son, SAM J., who was vice  
president and superintendent of the  
processing plant, died last January  
after 30 years with the company.  
H. SHWIFF is the firm's first vice  
president and livestock buyer.

Cimpl Packing Co., Yankton, S. D.,  
provided free sausage for a sausage  
and pancake luncheon served about  
500 persons attending a swine in-  
stitute sponsored by the Yankton  
Chamber of Commerce and the  
South Dakota State College exten-  
sion service. The packing company  
also slaughtered the animals entered  
in a meat-type hog contest.

WILLIAM B. WALRATH, JR., general  
advertising manager of Oscar Mayer  
& Co., Madison, Wis., received the  
"Silver Medal" advertising award  
at a luncheon meeting of the Madi-  
son Advertising Club. The award,  
presented to a leader in advertising  
who also is active in the community,  
is co-sponsored by the American  
Federation of Advertising and *Print-  
er's Ink* magazine.

JOHN A. LOGAN has taken a leave  
of absence as president of the Na-  
tional Association of Food Chains to  
establish a management counseling  
firm at 1025 Connecticut ave., Wash-  
ington, D. C. He will remain on  
leave until his official retirement  
from the NAFC next February.



AMI MANUAL of facts on meat and  
livestock industry was presented by  
AMI vice president George M. Lewis  
(left) to G. R. (Jack) Milburn, re-  
tiring president of American Nat-  
ional Cattlemen's Association, at 63rd  
annual convention of association.

**HOT or COLD**



STANDARD  
IN THE  
MEAT  
INDUSTRY

CHECK  
THESE  
OUTSTANDING  
FEATURES



- ✓ 1. Modern design
- ✓ 2. Special ever-bright alumi-  
num alloy
- ✓ 3. Easily cleaned
- ✓ 4. Self contained unit, easily  
installed
- ✓ 5. Ever-lasting
- ✓ 6. Stainless steel bowl—  
optional
- ✓ 7. Removable P-trap for use  
in areas where floor trap is  
required
- ✓ 8. High spray head and soap  
dispenser with each unit
- ✓ 9. Knife, cleaver sterilizer and  
drinking fountain optional  
extras
- ✓ 10. Designed especially for  
meat processing plants

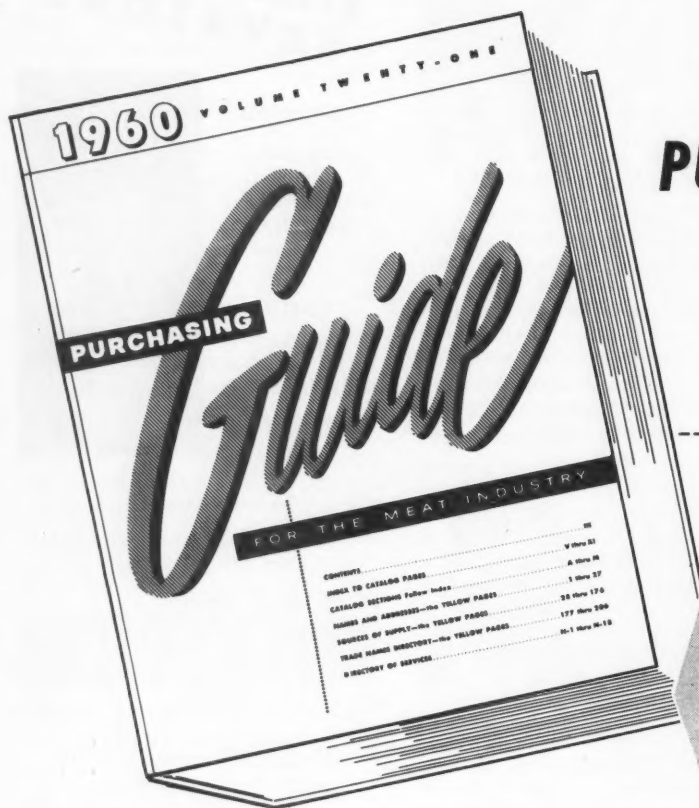
**Manufacturers of  
Meat Industry Products**

**LeFIELL MFG. CO.**

3359 Packers Ave., Los Angeles 58, Calif.  
LUdlow 8-8266



# 566 PAGES OF PURCHASING INFORMATION



## IN THE PURCHASING GUIDE THE "YELLOW PAGES" OF THE MEAT INDUSTRY

Your Guide Includes  
The "Yellow Pages" of  
The Meat Industry —  
A Complete Directory of  
Classified Buying Infor-  
mation

246 Pages of Catalog-  
type Information Giving  
Detailed Information on  
Products of Leading Sup-  
pliers to The Meat In-  
dustry

Refer to the "Yellow Pages" of the Meat Industry to determine who supplies the item you want. You will find virtually every one of the 2300 or more items you might use.

Those suppliers with bold face listings and a code following them present additional

product information in the various plant sections of the Purchasing Guide. Such information will help you make your purchasing decisions quickly and surely. Let your suppliers know how the Guide helps you.

**USE YOUR PURCHASING GUIDE TO SAVE TIME**

**THE PURCHASING GUIDE FOR THE MEAT INDUSTRY**

**P**rovisioner

# CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c each.

Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE PLEASE REMIT WITH ORDER

## HELP WANTED

### COST ENGINEER-PRODUCTION MANAGER

Man with industrial engineering background to set up and maintain standards, to improve productivity and to control manufacturing costs, i.e., production personnel and movement of materials and products within the plant. Envision opportunity for right person to become part of management team of small but very progressive and well-known sausage manufacturer located in large midwest city. Write in strict confidence to Box W-96, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### SALES REPRESENTATIVES

Well-known spice and flavor company with reputation for integrity, quality, and skill desires men with sales experience in this or the food field; or men with a background in Food Technology or Nutrition or Engineering or Chemistry, or Biochemistry (preferably with some in-plant experience in meat or other food processing); or men with practical experience in sausage making or smoked meats, or baking, or canning, or quality control of food processes who can meet and sell managers, as well as plant personnel. Three territories open: Ohio, Michigan, and Indiana; Wisconsin and Minnesota; Chicago. Please send complete resume of experience, education, foreign language skill and salary requirements to Box W-107, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill. Our employees know about this advertisement.

**INDUSTRIAL ENGINEER:** Practical time study, meat industry, experience required. Will assist department head in large independent midwest southern meat packer. Write complete personal and experience data, salary requirements. All replies strictly confidential. W-98, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## EQUIPMENT WANTED

### RED LION CRACKLING EXPELLER

Must be good, advise price and where it can be inspected. Write GREEN HILL, Inc., Elliston, Virginia.

## EQUIPMENT FOR SALE

### ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed

We Lease Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penn.

**MINCEMASTER FOR SALE:** 50 H.P., stainless steel neck casting, stainless steel cutting chamber with replaceable seal wearing surface, stainless steel discharge hoppers. Motor has encapsulated windings. Good working condition. Can be seen operating in Ohio. FS-113, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** Two French Hydraulic Presses, 1130 ton curb, one 30" x 40" cage, one 30" x 84" cage, also few brand new parts. To be sold as is or parts. Philadelphia. FS-114, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**WILL TRADE BUFFALO NO. 43-A Silent Cutter** 25 H.P., 3 sets of knives, for 500# stuffer. MENCHINI BROS. PACKING CO. Inc., Frontenac, Kansas.

**SEELBACH:** 600 lb. capacity cut-mix, complete with two speed motor, used less than one year. FS-101, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**BEST CASH OFFER:** Takes 300 lb. cut-mix in new condition. FS-103, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## EQUIPMENT FOR SALE

**FOR SALE:** SEELBACH 400 lb. capacity cut-mix with 2 speed motor, used less than one year. Will be sold for the highest offer. FS-102, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**ONE ALLBRIGHT NELL:** Depilator, capacity 600 hog kill per hour, complete with tanks, conveyors and motors. THE E. KAHN'S SONS CO. 3241 Spring Grove Ave., Cincinnati 25, Ohio Phone Kirby 1-4000

## PLANTS FOR SALE

**COMPLETE:** Small plant in southern Oklahoma. Good market, good supply of cattle and hogs. Ready to operate immediately. Priced right. FS-122, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SMALL MEAT PACKING PLANT:** Including custom slaughtering, processing, curing, 60 lockers. Concrete block structure. Located near Indianapolis, Indiana. Can arrange terms. FS-112, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** Processing, freezing, distribution plant in the Philadelphia, Delaware valley area. Financing available. Government inspected meat plant, 16,000 sq. ft. Ample refrigeration, cooling, drying, T. G. load, railroad siding.

J. T. JACKSON CO. Realtors,  
Roosevelt Blvd., & Rising Sun Ave.,  
Philadelphia 20, Pa.  
Phone Davenport 4-2000

## MISCELLANEOUS

### EXPORTER & IMPORTER OF CASINGS

Distribution organization own selecting plant desires connection with producer or exporter for mutual business in Germany and European countries.

PAUL WILHELM owner A. J. ELIAS, 45 STERNSTRASSE, Hamburg 6 GERMANY

**WE ARE INTERESTED:** In hearing from slaughterers who would like to sell one or more loads of mixed grades of beef on a steady basis. W-91 THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

## USDA LABEL APPROVALS EXPEDITED ONE DAY SERVICE

Public relations, liaison, plant inspection, sales. JAMES V. HURSON  
412 Albee Bldg., Washington 5, D. C.  
Phone REpublic 7-4122

## T. G. KOPLOCK & CO. INC.

"Standards for Packers"

Used Equipment and Packers Supplies

1642 N. Cleveland Ave. Canton 3, Ohio  
GLendale 4-9054

## HOG • CATTLE • SHEEP SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer

Broker • Counsellor • Exporter • Importer

**SAMI S. SVENDSEN**  
407 SO. DEARBORN ST., CHICAGO 5, ILL.

# BARLIANT'S WEEKLY SPECIALS

We list below some of our current offerings for sale of machinery and equipment available for prompt shipments at prices quoted F.O.B. shipping points.

## Current General Offerings.

### Sausage & Bacon

2501-AIR CONDITIONED SMOKEHOUSES: Drying Systems, Inc., stainless steel, 4-4 cage units, (or can be operated as 2-8 cage) ea. OA. 9'1" deep x 8'8" wide, gas fired, w/smoke generator. Powers recording controllers, duct work, exhaust fans, overhead rail systems, etc. Replacement cost approx. \$30,000.00—Specially priced at—\$7,500.00  
2320-SLICING LINE: Anco #832, with Stacker, Check-weight & Bagger Conveyor, 3-model #253 Exocutweigh Scales. Replacement cost \$12,500.00, like new—\$7,000.00  
2499-MINCEMASTERS: (2) Griffith Lab., stainless steel neck & cutting chambers, horn & replaceable wearing rings, knife sharpener, plates, recently rewound 50 HP. motors—ea. \$2,250.00  
2424-BACON FORMING PRESS: Anco #800, 100 lbs./min. 7 1/2 HP. motor—\$2,750.00  
2516-SILENT CUTTER: Buffalo #54-B, 40 HP, side dump, complete o/hauled including new bearing, excellent condition—\$1,250.00  
2517-SILENT CUTTER: Buffalo #49-B, 300# cap., w/25 HP. mtr., V-belt drive—\$ 975.00  
2500-STUFFER: Buffalo 500# cap., in A-I condition, with new gaskets—\$1,350.00  
2385-STUFFER: Anco 500# capacity—\$1,250.00  
2386-STUFFER: Boss 400# capacity—\$ 950.00  
2044-STUFFER: Buffalo 100# cap., w/piping & valve, A-I condition—\$ 675.00  
2304-GRINDER: Anco #766A, 8 1/2" plates, 50 HP. motor, A-I condition—\$1,450.00  
2388-GRINDER: Buffalo #64-B, stainless steel hopper, 15 HP, w/plates & knives—\$ 600.00  
2297-GRINDER: Enterprise, 5" plates & knives, stainless steel hopper, 5 HP mtr.—\$ 495.00  
2391-MIXER: Buffalo #4A, 1000# 10 HP—\$ 925.00  
2406-MIXER: Buffalo #3, 700# 7 1/2 HP—\$ 795.00  
2298-SLICER: U.S. Heavy Duty #3, w/mtr.—\$ 895.00  
2389-STUFFING TABLE: stainless steel top, 10'8" long, 4" wide, 2" lip edge—\$ 165.00  
2000-FAMCO LINKERS: (2) model "G" 1/4 HP. mtr., for 3 3/4" & 4" links—\$ 895.00  
2521-HAM MOLDS: (340) Globe-Hoy, stainless steel, w/covers & springs—ea. \$ 12.75  
(20) #108, 11" x 5 1/2" x 5 1/2"  
(103) #109, 12" x 4 1/2" x 5 1/2"  
(21) #112, 11" x 6 1/2" x 5 1/2"  
(86) #114, 12" x 6 1/2" x 5 1/2"  
(110) #116, 12 1/2" x 6 1/2" x 5 1/2"  
2520-HAM MOLDS: (92) Globe-Hoy #P-16, Pear shape, stainless steel, w/covers & springs, 1 1/4" x 8 1/4" x 6" deep—ea. \$ 12.75  
2519-HAM MOLDS: (138) Adelmans, stainless steel, with covers—ea. \$ 12.75  
(25) #0-2-G, 12" x 5 1/2" x 5 1/2"  
(20) #1-0-E, 11" x 5 1/2" x 4 1/2"  
(75) #6-0-E, 12 1/2" x 6 1/2" x 5 1/2"  
2110-LOAF MOLDS: (350) Globe-Hoy #64-S, stainless steel 10" x 4 1/2" x 4 1/2"—ea. \$ 5.00  
2187-LOAF PANS: (300) Best & Donovan, stainless, 10" x 5" x 4", A-I cond.—ea. \$2,500.00  
1825-LUNCHEON MEAT MOLDS: (200) stainless steel, 4" x 4" x 2 1/2"—ea. \$ 5.75

### Rendering & Lard.

2087-EXPELLER: Anderson "Red Lion", factory rebuilt, A-I condition—\$4,800.00  
1344-HYDRAULIC PRESS: Dupps "Rujak", 300 ton w/Anco Electric Pump—\$3,250.00  
1933-COOKERS: (2) Dupps 4 x 10', jacketed heads, 20 HP. mtr. & drive—ea. \$2,500.00  
2188-HASHER-WASHER: Anco, 14" x 12" opening, 7 1/2 HP., 30" x 10' washer cylinder—\$ 850.00

### Miscellaneous

2487-ELECTRIC TRACTION ELEVATOR: 2500# cap., opening for three floors, steel car frame, safety features, 4 1/2" x 7 1/2" platform, New—never installed. Available at discount.  
2345-DRY MIXER: Sprout-Waldron, 6000# dble. spiral ribbon, center discharge, 20 HP.—\$2,500.00  
2379-BARREL WASHER: similar Anco #41, 7 1/2 HP. V-belt drive, A-I condition—\$1,250.00

Watch for our big 6 page machinery bulletin now in the mail.

All items subject to prior sale and confirmation  
• New, Used & Rebuilt Equipment  
• Liquidators and Appraisers  
WRITE FOR FULL PARTICULARS  
1631 S. Michigan Ave., Chicago 16, Ill.  
WAAbm 2-8850

# BARLIANT & CO.

# CLASSIFIED ADVERTISING [Continued from page 47]

## POSITION WANTED

### MANAGER

Experienced as principal officer and general manager of multiple operation, federally inspected packing plant doing 12 million annual sales. Thorough experience in all phases including live stock procurement, plant operations, labor relations, marketing, distribution etc. 8 years' prior service as general sales manager with same firm. Age 46. Will relocate. W-116, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FORCED TO RELEASE:** Three valuable employees. 1-Plant engineer—master mechanic. Graduate mechanical engineer. 2-Plant superintendent assistant. 3-Chief engineer, master mechanic. All have several years' full line plant experience. Both engineers highly capable refrigerating men. W-117, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**BEEF SUPERINTENDENT:** And sales manager. 26 years' experience all operations. Heavy experience in sales carload L.C.L. and distributive. W-118, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**GENERAL MANAGER:** With all around proven business ability. Knowledge of all operations and livestock buying. Outstanding sales record. W-119, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### CHIEF ENGINEER

15 years' experience in all phases of packing industry: maintenance, building and installation. Desires to locate with progressive midwest packer. W-105, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**EXPERIENCED:** Meat man available immediately for west coast and central Florida representative for contact of hotel and restaurant trade. Write, giving complete particulars of what you have to offer to Box W-115, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**CATTLE BUYER:** 5 years' experience buying cows on terminal market. Would appreciate locating in the middle west. W-106, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### CONTROLLER

An unusual opportunity for a man qualified to assume controllership of a large well-known Midwest meat packing firm. Must have at least five years experience in the meat packing industry and be familiar with the processing cost problems peculiar to the industry.

Three major qualities desired:

1. Experience.
2. Initiative and ability to develop creative management reports.
3. Ability to work as a team member.

Salary open. Write in complete confidence to our Management Consultants, Box W-95, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### GENERAL MANAGER

**MEDIUM SIZED:** Plant in midwest needs man familiar with all operations. Must be able to handle all phases of the business. Excellent opportunity. Position is available immediately. Please send complete resume of education and experience. W-97, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**EXPERIENCED MAN:** To assume full responsibility for production and sales in New York federally inspected plant for boning and portion control meat operation. Write stating qualifications and financial arrangement desired. All replies confidential. W-110, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**WORKING SAUSAGE FOREMAN:** To take charge of sausage kitchen, central Virginia plant. Give personal background and experience. Replies will be held in confidence. Elliotts Meat Products, Inc., Box 56, Stuarts Draft, Virginia.

**EXPERIENCED FOREMAN:** For beef casing cleaning operation. EDWARD WAX CASING CO., 3559 S. Normal Ave., Chicago 9, Ill. Phone Oakland 4-1221.

## HELP WANTED

**EXPERIENCED:** Young man to be assistant plant manager in large hog slaughtering operation in the east. Must be familiar with all phases of hog slaughtering, cost control and personnel management. Excellent opportunity for ambitious young man. All replies strictly confidential. W-120, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### SALES MANAGER

Prominent independent packer doing business in the southeastern states has excellent opening for experienced sales executive capable of handling route and primary account salesmen plus progress merchandising program. Give full details in first letter. W-111, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**HOW ABOUT A JOB?** As head of maintenance and engineering for an eastern packer with multiple plant operations. If you can do layouts, figure costs, know refrigeration and are able to line up maintenance and construction jobs, we have the one you want. Good salary and opportunity. W-99, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**RESIDENT SALESMAN:** To handle top equipment line in New York, New Jersey, Pennsylvania and neighboring areas. Packinghouse experience essential. Salary commensurate with background and ability. Reply to Box W-56, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**WE NEED:** A good ham boning foreman. Must be aggressive, know yields, costs and able to operate efficient department. Salary and opportunity very good. Eastern packer. W-100, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**AGGRESSIVE EASTERN:** Meat packer has good opportunity for experienced chemist having knowledge of sausage manufacturing. State age, qualifications and salary requirements. Reply to Box W-121, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

# Speed purchasing decisions with the PURCHASING GUIDE

the "YELLOW PAGES" of the Meat Industry

When you look for any item, see the full list of suppliers in the GUIDE classified section—then check the BOLD FACE listings for product information in the catalog section.

Other features: trade name identification; meat industry charts; statistics; regulations; government offices, trade associations; lists of all service organizations—truckers, order buyers, engineers, etc.

For all your informational needs, use

**The PURCHASING GUIDE for the MEAT INDUSTRY**

A NATIONAL PROVISIONER PUBLICATION





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